REGIONAL OPERATIONS UNIT MANUAL

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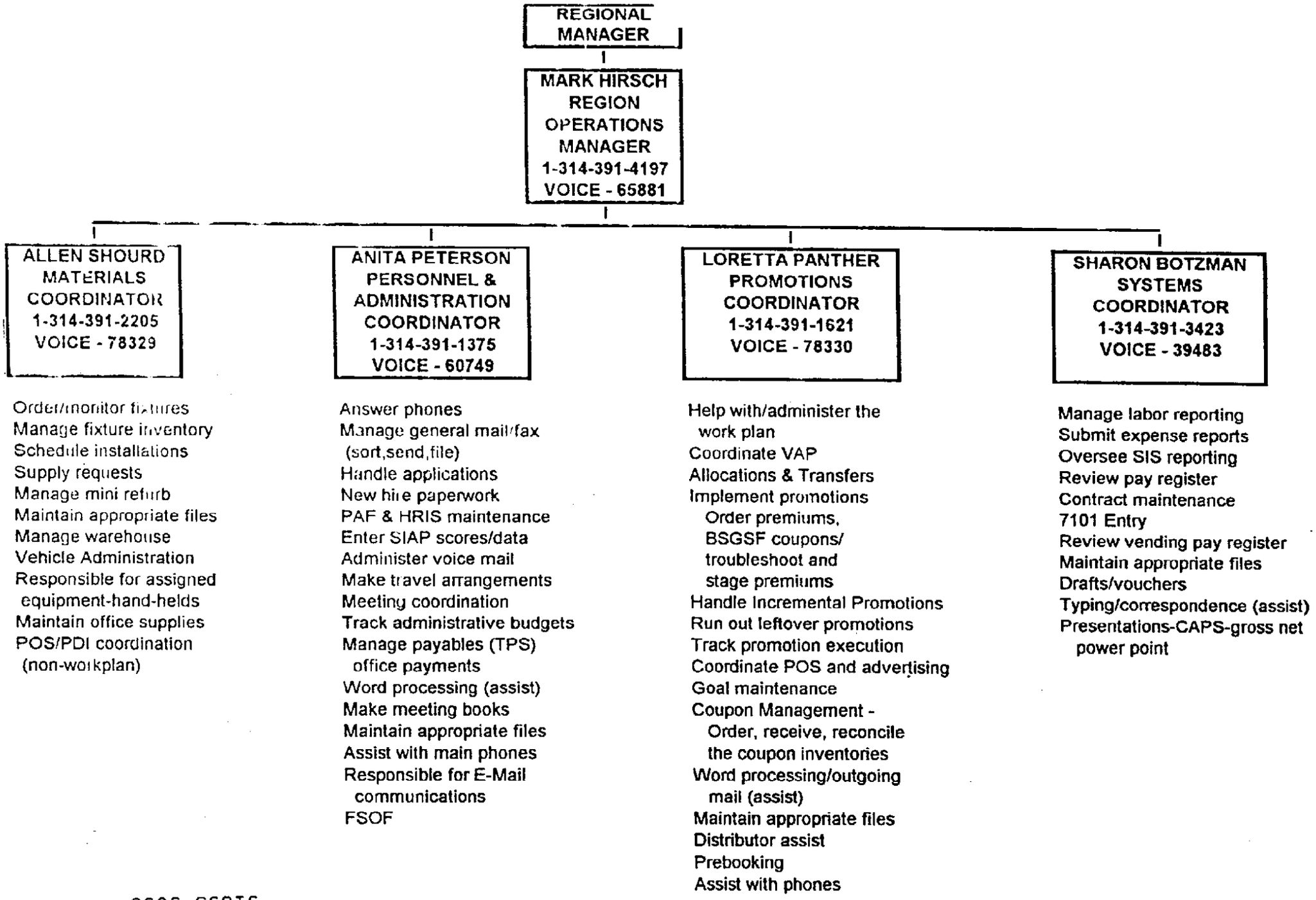

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OneStep® INDEX SYSTEM

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Metal Retrofit Diagram Order Form

What Type Of Order Entry : MR Metal Retrofit { For Order Use Only }

Enter Reference Diagram # ___ ___ ___ ___ Quanity ___ ___
{ Availible Diagram Reference Numbers In Appendix }

Profile : ___ L ___ M ___ H { Choose One }

Depth : ___ Single { S } ___ Double { D }

Decor : ___ Non Security { NS } ___ Security { S } { Choose One }

Options

{ Enter Quanity Required For Total Diagrams Ordered Or Indicate Yes (Y) If-Needed : Yes Represents Requirments Per Diagram Order }

Description	SKU Pack
___ Y/N Canopy	
___ Y/N One Carton Access Doors	
___ QTY STD CPY 19" Pos Cover	{ 1/BX }
___ QTY STD CPY 28" Pos Cover	{ 1/BX }
___ QTY STY CPY Non Illuminated Pricer	{ 1/BX }

For Office Use Only : Entred In SMS By _____ Date___/___/___ SMS Order # ___ ___ ___ ___-___ ___ ___ ___

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7101'S & CONTRACTS

DO NOT FOLD 7101'S. Use a large envelope. Use correct postage. Must use more than one 29 cent stamp.

If a change is being made, complete the S/R Name, Date, SIS Account No., Territory and Route No., the Account Name and the change being made.

Staple contracts to back of 7101's. Be sure to give ending date if contract is replacing an existing plan.

Assure volume of account agrees with volume requirement for contract submitted and SIS Volume.

New contract will contain space for recording 7101 information. Do not send a separate 7101, utilize space provided on contract.

See attached list of common errors which will cause a 7101 to be returned to you.

Mail to the attention of: Sharon Botzman - Systems Coordinator.

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DATE RETURNED _____ DIVISION # _____

	MISSING SIS ACCOUNT NUMBER
	"INVALID OR UNAUTHORIZED ACCOUNT SELECTED" ACCOUNT NUMBER
	NEED ASSIGNMENT NUMBER TO TRANSFER CALL
	NEED CHAIN I.D. NUMBER
	PLEASE "PRINT" NAME AS WRITTEN ON TAX FORM
	NEED ENDING DATES FOR CONTRACTS TO DELETE AN ACCOUNT
	DUPLICATE CONTRACTS
	INCORRECT TYPE/PLAN OF CONTRACT
	PLEASE FURNISH EFFECTIVE DATE OF CONTRACT
	NO CONTRACT ATTACHED
	CONTRACT DOES NOT AGREE WITH 7101
	INCOMPLETE ADDRESS
	CONTRACT IS NOT OPEN ON CHAIN HEADQUARTER SCREEN. CHECK IF THIS IS PROPER PLAN AND IF SO, PLEASE CONTACT YOUR DIVISION OFFICE TO HAVE CONTRACT SCREEN OPENED BY DIVISION RESPONSIBLE FOR CHAIN. IF INCORRECT PLAN, CORRECT & RE-SUBMIT.

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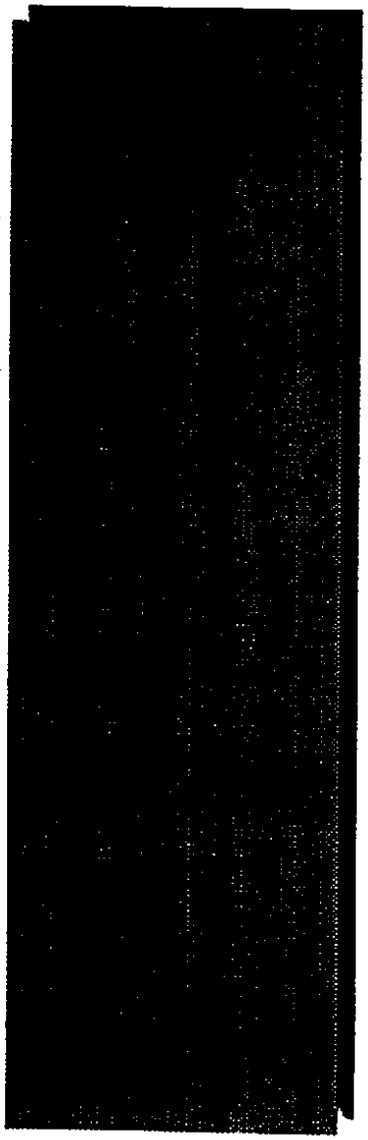

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EXPENSE REPORTS

1. Staple receipts for expenses to back upper left hand corner of WHITE COPY.

2. Staple cash or exchange order tickets and jobber tickets to yellow copy of expense report. Ensure that your name and employee # is on all jobber tickets.

3. Expense Reports are to be mailed at the close of business on Friday.

4. Any expense reports not received by Wednesday following the end of the reporting period will be held over till the next reporting period.

5. Anytime off due to Vacation or Illness must be shown in the Hours Worked Section with an explanation as to why you did not work in the Explanation Section. (You must call the Systems Coordinator when off. See Labor Reporting for more details.)

6. Assure that an expense code is filled in for all items charged up. An expense code list is enclosed for reference. If unsure of expense code, contact Systems Coordinator.

7. Expense reports that are not filled out correctly or missing any necessary receipts, will be returned to you to be corrected and resubmitted.

8. Oil Changes - Quarts of Oil must be reported on Line 106 with cost of Oil separated and shown on Line 220 with remainder of charges (i.e, filter, lube, labor, etc.) shown as maintenance 250 (see expense code listing).

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SALES REPRESENTATIVES
MOST FREQUENTLY USED EXPENSE CODES

210 - Gas
All fuel purchased.

220 - Oil
All oil, including oil changes during routine service.

231 - Parking/Tolls Per Day

240 - Wash Per Week
Chargeable once a week.

250 - Maintenance
Lube, Filters, etc. if purchased with oil change. Record qts. of oil in 106 with dollar amount charged to 220. Specify charge in Expl. Section. Max. $100; greater amounts thru PH & H.

270 - Auto License
Refer to PH & H Guidelines. Insert as needed on blank line. Charge to proper vehicle.

290 - Misc. Vehicle Expense
As needed. Specify charge in Explanation Section. Maximum $100; greater amounts thru PH & H.

342 - Telephone
Pay phone or calls from home. Receipt required for charges of $5.00 or more.

349 - Sundry
May be used for miscellaneous travel expenses (e.g. valet, tips, etc.) Used by S/R's for supplies. Must show explanation for any items purchased.

394 - Vehicle Rental/Personal
Charges for rental car not in Travel Status. Also, use this section to report mileage incurred to conduct Co. Business in employee's personal vehicle.

515 - Jobber Shortage
Must have a receipt from jobber attached with explanation.

540 - Consumer Offer
Must have receipt with explanation of brand purchased.

ALL OTHER CHARGE CODES REQUIRE APPROVAL FROM DIVISION MANAGEMENT.

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LABOR REPORTING
FULL-TIME EMPLOYEES

When you are not working due to Vacation, illness, personal time (only report personal time when greater than 4 hrs. away from work) etc., you must call the R.O.U. and notify the ***Systems Coordinator** and your Division Manager via Voice Mail.

In the Hours Worked Section of the Expense Report, you must show the proper code when not working (V - Vacation, S - Sick).

In the Explanation Section of Expense Report, explain any time off duty. Assure you show time actually worked in "Hour Section" and the difference will be reported as "Off Duty".

***Systems Coordinator - Sharon Botzman - Voice Mail #39483.**

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LABOR REPORTING
PART-TIME EMPLOYEES

When calling hours to the Operations Unit, read weekly recap sheet exactly as listed. Speak clearly and slowly.

You may begin calling in your hours to **1-800-RJR-MAIL - Ext. 39483** - after you have completed working for the week. These may be called in at anytime before Monday morning 8:00 a.m. For example, if you work only Monday and Tuesday, you may call Voice Mail on Wednesday and report your time and mileage. All time must be called in before Monday morning at 8:00 a.m. to allow entry into the labor reporting.

After you access voice mail, be sure to state your name and division you work for. Report hours by day and total miles for the week.

It is your responsibility to assure that you get your hours turned in on time. If for some reason you did not access Voice Mail successfully, you may call the office on Monday morning to check. The number you may call is 314-391-3423. This should be by exception only.

If there are any circumstances that requires you to call your time in earlier than normal, you will be notified by your SALES REPRESENTATIVE.

Your Weekly Recap Sheet should be mailed to the Regional Operations Unit to the attention of the Systems Coordinator. Your daily reports should be given to your full-time rep that you report to. All reports must be mailed no later than Friday at the close of business.

By mailing your Recap Sheet in a timely manner, the Operations Unit will be able to insure your hours are recorded correctly.

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WEEKLY RECAP SHEET FOR PART-TIME EMPLOYEES

DIVISION NAME & NUMBER _____

EMPLOYEE NAME _____

EMPLOYEE ACCOUNT NO. _____

WEEK ENDING DATE (SUNDAY) _____

MONDAY HOURS WORKED : _____ _____ (hrs.) (min) MILEAGE FOR DAY: _____

TUESDAY HOURS WORKED : _____ _____ (hrs) min) MILEAGE FOR DAY: _____

WEDNESDAY HOURS WORKED : _____ _____ (hrs) (min) MILEAGE FOR DAY: _____

THURSDAY HOURS WORKED : _____ _____ (hrs) (min) MILEAGE FOR DAY: _____

FRIDAY HOURS WORKED : _____ _____ (hrs) (min) MILEAGE FOR DAY: _____

TOTAL : _____ _____ (hrs) (min) TOTAL: _____

SIGNED: _____ DATE: _____

LOCAL PHONE NO.: 1-314-391-3423

VOICE MAIL ACCESS: 1-800-757-6245 EXT. 39483

CONVERSION TABLE FOR FRACTIONAL HOURS

MINUTES WORKED	AMT. TO BE ENTERED ON FORM
1 to 6	0.10
7 to 12	0.20
13 to 18	0.30
19 to 24	0.40
25 to 30	0.50
31 to 36	0.60
37 to 42	0.70
43 to 48	0.80
49 to 54	0.90
55 to 60	1.00

MAIL TO: REGIONAL OPERATIONS UNIT
311 CONSORT DRIVE
MANCHESTER, MO. 63011

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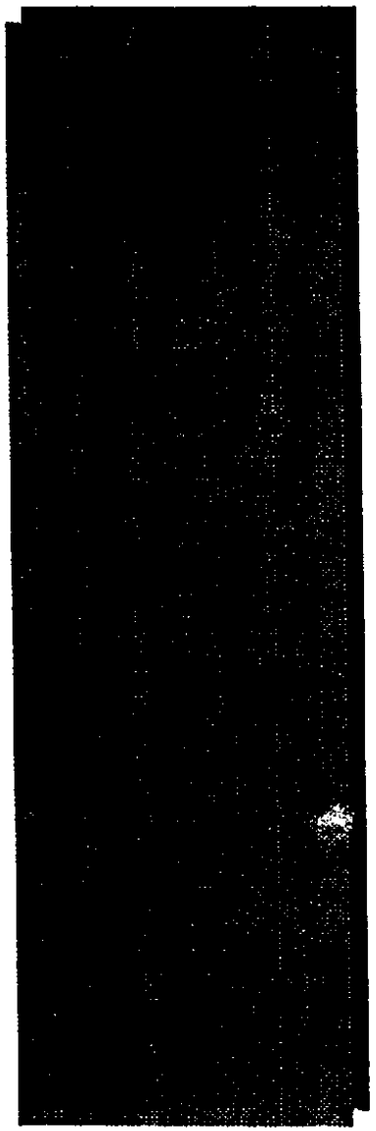

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REGIONAL OPERATIONS UNIT
DRAFT PROCEDURES

PART-TIME
(Prior Approval from Division Management Required)

Blue Tissue copy should be forwarded to the Systems Coordinator, attached to your Weekly Recap Sheet.

Enter in the memo section what the draft was written for, i.e. 110 Doral $1.00 VPR's, 10 Monarch 50 cents, etc.

Assure SIS Account Number and Name matches exactly as recorded on Master List.

You will only be issued draft books in the denomination of $500. If you have a payment that is more than $500, your Sales Representative will have to call on the account and make the payment or Division Management will have to receive approval from the Operations Unit.

UNDER NO CIRCUMSTANCES should more than 1 draft be written in any account on the same day without prior Division Management approval and Operations Unit notification

FULL-TIME

*You will be issued 2- $500 books and 1- $5,000 book. If additional resources are needed, this should be established on an assignment basis and communicated to the Regional Operations Manager.

NEW BOOKS - $500 - Upon completion of book, the blue tissue copies should be forwarded to the Systems Coordinator. The Systems Coordinator will automatically assign and mail you a new book in place of the used book.

$5000 - Only 1 book will be issued at a time. You should contact Systems Coordinator when the 20th draft is written and she will then issue new book. Rep must forward blue tissue copies upon completion of existing Draft Book. No rep should ever have more than 1 new and 1 existing draft book. If you do not turn in your $5,000 blue tissue copies, you will not be issued another book until you do. **Do not utilize $5000 books for any payments under $500.**

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Note: Ensure that all drafts have SIS Account Number entered and the Account Name matches exactly as recorded on Master List.

The Memo Section should be filled in for what the draft was written for in case we have to refer back to this draft for any reason.

UNDER NO CIRCUMSTANCES should more than 1 draft be written in any account on the same day without prior Division Management approval.

DRAFTS OVER $1,000.00

Drafts over $1,000 - when drafts are written over $1,000, S/R's are responsible to provide the following documentation:

- Invoice reflecting adequate RJR brand purchases.

-OR-

- Velocity reporting showing RJR brand movement.

Blue tissue copy should be removed from the book and attached to the documentation and forwarded to the Systems Coordinator. All drafts over $1000 should be forwarded with documentation at the close of business for the week the draft was written.

VOIDED DRAFTS

S/R must call Systems Coordinator with the Draft # of any voided draft by the close of business on the day the draft is voided.

VOUCHERS

If a voucher is required for any Chain or Direct Account you should complete a Voucher Request Form and forward it to Sharon Botzman (Systems Coordinator) at the Operations Unit. (See attached.)

*The following standards were established based upon the projected needs of the Region as a whole. If you require additional resources, consult your D.M.

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VOUCHER REQUEST FORM

SIS ACCT. # _____

ACCOUNT NAME _____

TYPE OF PAYMENT:

TEMPORARY DISPLAY PAYMENT

Description	Rate		Units		Total Amt.
_____	_____	X	_____	=	_____
_____	_____	X	_____	=	_____
_____	_____	X	_____	=	_____
_____	_____	X	_____	=	_____

TOTAL AMOUNT _____

Value Added Payment

_____ Promotion

Invoice Date _____

Description	# of Cases		Rate		Total
Pks W/Prem/BSGSF	_____	X	$28.00	=	_____
Ctn. W/Prem	_____	X	$15.00	=	_____
Ctn. W/Coupon	_____	X	$10.00	=	_____
B1G1F	_____	X	$9.00	=	_____
Variable Amount	_____	X	_____	=	_____

TOTAL AMOUNT _____

Distributor Assist Payment

_____ Display Drive

Invoice Date _____

Description	# of Displays		Rate		Total
Telemarketing	_____	X	$12.00	=	_____

TOTAL AMOUNT _____

SEND VOUCHER PAYMENT TO: PAYEE _____ DIVISION _____

EXPLANATION: _____

_____

_____

_____

REQUESTED BY: _____

SIGNATURE: _____

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Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

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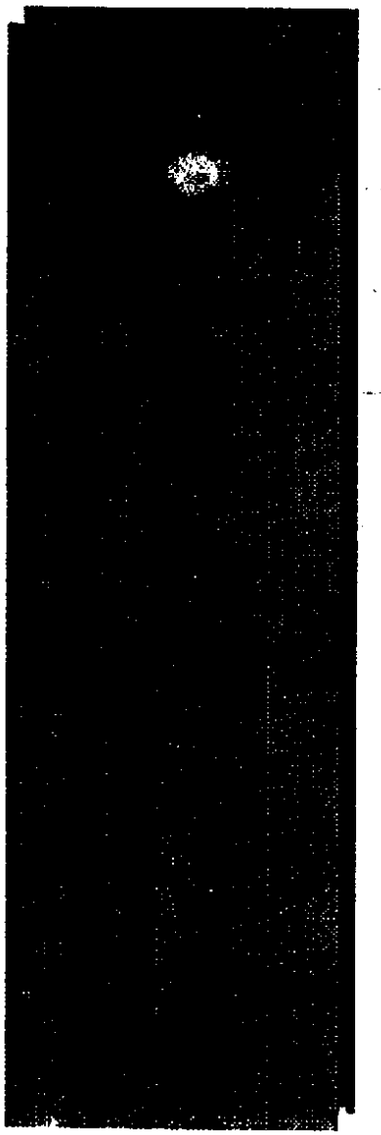

R.J. Reynolds Tobacco Company

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SIS # DIVISION	Direct Account Address City/State/Zip	Phone No. Contact Person Fax#/800	Private Label Black & White RJR Brands	Bonded Whse	Accepts Pre-books Y/N	Line # Needs Y/N	Value Add Y/N	Dist. Asst. Y/N
445920 6932	A. B. Coker Co. Inc. 1923 Moodie Rd. Lawrence, KS 66046	913 843 3690 John Blakely	Monarch Best Value	54-K.C.	Y	N	Y	Y
680400 6940	A. E. Wease, Inc. 1000 N. Main St. DeSoto, MO 63020	314 586 3955 Alan Clark Fax 314-586-8347	Value Sense	09-Madison	Y	N	Y	Y
539209 6932	Affiliated Foods, Elwood, KS Beaty Rd & Oak St. Elwood, KS 66024	913-365-9741 Steve Swymeier Fax 913-365-8107	Monarch Best Value	54-K.C.	Y	Y	N	Y
004760 6942	Affiliated Foods, Norfolk, NE S. 13th & Omaha PO Box 1067 Norfolk, NE 68701	402-371-0555 Lee Wilson Fax 402-371-1884	Monarch Best Value	21-Omaha	Y	Y	N	N
009910 6930	Allied Merchandising Main St. Hastings, NE 68901	1-402-462-6311 Tom Baker	Monarch	21-Omaha	Y	N	Y	Y
569138 6932	Amcon Dist., KC, KS 1401 Fairfax Traff Kansas City, KS 66115	913-342-4413	Monarch Best Value	54-K.C.	Y	N	Y	Y
313072 6930	Amcon Dist., Omaha, NE 10228 L Street PO Box 241230 Omaha, NE 68124-5230	1-402-331-3622 Clem O'Donnell John Lachapelle Fax 402-331-4834	Sundance Monarch Best Value	21-Omaha	Y	N	Y	Y
569147 6936	Amcon Dist., Springfield, MO 821 E. Commerical Springfield, MO 65803	417-866-0884 Greg Boles Fax 417-866-2727	Monarch Best Value		Y	Y	Y	Y
023040 6936	Associated Whls., MO 3201 E. Division Springfield, MO 65802	417-869-7344 Cindy Johnson Fax 417-869-5916	Monarch Best Value		Y	Y	N	N
022800 6946	Associated Wholesale, KC, KS 5000 Kansas Avenue Kansas City, KS	913-321-1313 Ext 1655 Jeff Welch	Best Choice	54-K.C.	Y	Y	N	N
027600 6936	Automatic Cigarette Svc. 1902 Main St. PO Box 2196 Joplin, MO 64803	417-624-2525 Deanna Sanders Fax 417-624-5658	Best Value Monarch Best Choice		N	N	Y	N
036120 6946	Barber & Sons 1211 Charlotte St. Kansas City, MO 64106	816-842-8700 Anthony Barber	Monarch Best Value	54-K.C. 51853 5672	Y	Y	N	N

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063960 6946	Bond Wholesale 3025 Mable Industrial Park Trenton, MO 64683	816-359-3710 Vance Cox	Monarch Best Value	54-K.C.	Y	N	Y	Y
079210 6940	Brummer Wholesale 201 N. Van Buren Newton, IL 62448	1-618-783-2913 Gene Zuber Dean Gowan		045-Cincinnati	Y	N	Y	
314400 6930	C. T. Jewell Co. Inc. 801 E B St. McCook, NE 69001	1-308-345-6881 John Nothnagel	Best Value	21-Omaha	Y	N	N	N
426927 6946	Cash & Carry Inc. 7215 S. Topeka, Bldg.6A SW Topeka, KS 66619	913-862-0630 Ron Jones	Seabring Monarch Best Value	54-K.C.	Y	Y	Y	Y
099180 6930	Cash Wa Distributor 502 E. Front St. North Platte, NE 69101	1-308-532-4811 Greg Henning Fax 308-532-9048	Cardinal Jacks	21-Omaha	Y	N	Y	Y
105100 6930	Chadron Wholesale 102 Spruce Chadron, NE 69337	1-308-432-2356 Larry Frankhauser		21-Omaha	Y	N	N	N
880441 6930	Colombo Candy & Tobacco 2570 Harney St. Omaha, NE 68131	1-402-346-2050 Dave Schulte		21-Omaha	Y	N	Y	Y
137040 6940	Croessman Wholesale 709 Main PO Box 1117 DuQuoin, IL 62832	1-618-542-3474 Jim Dennis George Ciganovich		009-Madison	Y	N	Y	
553348 6930	Dahl Vendors, Inc. 4910 F Street Omaha, NE 68117	1-402-731-3500 Art Nepple		21-Omaha	N	N	N	N
257160 6946	F. S. Edwards Tobacco 14936 W. 101st St. PO Box 15745 Lenexa, KS 66285-5745	913-888-6969 Dave Minich	Cardinal Monarch Best Value	54-K.C.	Y	Y	Y	Y
188400 6930	Falls City Merch. Co. 7th & Barada St. Falls City, NE 68355	1-402-245-2716 William Simon		21-Omaha	Y	N	N	N
190620 6930	Farner Bocken 2300 S. 3nd St. Council Bluff, IA 51501	1-712-322-7618 Randy Harlan Fax 712-322-0134		21-Omaha	Y	N	Y	Y

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198290 6936	Fleming Foods of Missouri 3001 Davis Blvd Joplin, MO 64801	417-623-3400 Elise			Y	Y	N	N
198000 6946	Fleming N. K. C. 5300 Kansas Avenue Kansas City, KS 66106	Elise Wallentine	Value & Quality Monarch	54-K.C.	Y	Y	N	N
197300 6942	Fleming Nebraska 1601 Pioneer Blvd Lincoln, NE 68502	402-423-6571 Chris Banta Fax 402-423-7506	Monarch Value & Quality	21-Omaha	Y	Y	N	N
197400 6946	Fleming Topeka PO Box 298 Topeka, KS 66601-029[illegible]	Elise Wallentine	Value & Quality Monarch	54-K.C.	Y	Y	N	N
571236 6940	GSC Enterprises (Groc. Supply) 2732 Merchants Drive Jefferson City, MO 65109	1-893 8111 David Simmons Fax 1-893-8116	Focus	09-Madison	Y	Y	Y	Y
256080 6930	Hadley Braithwait 2519 11th St. Columbus, NE 68601	1-402-564-7279 John Kaiser	Monarch	21-Omaha	Y	N	Y	Y
256820 6946	Hagman of Topeka 414 Jefferson St. PO Box 1482 Topeka, KS 66601-1482	913-232-0513 Doug Beyer	Cardinal Monarch Best Value	54-K.C.	Y	Y	Y	Y
257100 6936	Hagmans, Inc. 2333 E. Bennett Springfield, MO 65804	417-883-6060 Paul Wheeler Fax 417-883-6061	Cardinals Monarch Best Value		Y	N	Y	N
256920 6946	Hagmans, Inc., Kansas 102 S. Broadway Pittsburg, KS 66762	316-231-8000 Larry Plant	Cardinal Monarch Best Value	06-Springfield	Y	Y	Y	Y
282190 6940	Hightower Wholesale 511 N. Marion Kirksville, MO 63501	816 665 4698 Tom Hawkins Fax 816-665-2145		09-Madison	Y	N	Y	Y
293050 6940	Hub Tobacco Co. 115 Easton St. Alton, IL	618-465-5508 M. Maddox	N/A	09-Madison	Y	N	N	Y
336325 6940	Illinois Wholesale 4700 Industrial Drive PO Box 426[illegible] (zip-62708) Springfield, Il. 62703	1-217-529-1685 Jon Rand Fax 217-529-2238	51853 5674	047-Peoria	Y	N	Y	

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190900 6932	Jerry D. Farran D/B/A Coker Candy 2115 Main St. Parsons, KS 67357	316-426-4220 Jerry Farran	Monarch Best Value	54-K.C.	Y	N	Y	Y
596640 6946	Joe Smith Tobacco Co. 902 E. Jefferson Pittsburg, KS 66762	316-231-3610 Gary Smith	Monarch Best Value	06-Springfield	Y	Y	Y	Y
321720 6932	Junction City Disb. 217 N. Franklin Junction City, KS 66441	913-762-2206 Gayle Cynova	Monarch Best Value	54-K.C.	Y	N	Y	Y
340080 6940	Koch Candy Co. 500 E. Kentucky St. PO Box 119 Trenton, IL 62293	1-618-224-9234 Ed Koch		009-Madison	Y	N	Y	
120240 6936	L. N. Coffman Co. 201-301 W. 4th St. Salem, MO 65560	314-729-6632 Janet Kinder Fax 314-729-6632	Monarch		Y	N	N	N
565405 6946	Lane Wholesale Distributors Chevalier Rd. & Hwy 50 LaMonte, MO 65337-9502	816-347-5511 Larry Lane	Monarch Best Value	54-K.C.	Y	N	Y	Y
356700 6940	Lawrenceville Central Cigar 711 Charles St. PO Box 420 Lawrenceville, IL 62439	1-618-943-3813 Rick York Eric Irvin 1-618-943-5220		009-Madison	Y	N	Y	
694320 6946	M. S. White Candy & Tobacco 209 S. Main St. Independence, MO 64050	816-252-6916 Gene Zupanec	Monarch Best Value	54-K.C.	Y	N	Y	Y
398480 6940	Marcus Distributor 4815 N. Lindbergh Bridgeton, MO 63044	731-7900 Tony Karakas Fax 731-8231	Monarch Best Value	09-Madison	Y	Y	N	N
403440 6932	Markan Sales Co. 612 Center Marysville, KS 66508	913-562-3391 Ronda Wassenberg	Monarch Best Value	54-K.C.	Y	N	Y	Y
389040 6940	McGlasson Distributor 304 Nebraska Ave. Columbia, MO	1-443-8721 Ben Benskin Fax 1-874-6104	Best Balue	06-Springfield	Y	N	N	N
415000 6932	Merchants Supply 224 N. Washington Iola, KS 66749	316-365-3942 Joe Westerman	Monarch Best Value	54-K.C.	Y	N	Y	Y

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SIS # DIVISION	Direct Account Address City/State/Zip	Phone No. Contact Person Fax#/800	Private Label Black & White RJR Brands	Bonded Whse	Accepts Pre-books Y/N	Line # Needs Y/N	Value Add Y/N	Dist. Asst. Y/N
509708 6940	Merchants Wholesale-Quincy 2517 Ellington Rd. PO Box 3335 (zip-62305) Quincy, IL 62301	1-217-222-3355 Alan Wholkenhauer Virginia Fax-217-222-3316		047-Peoria	Y		Y	
411150 6940	Merchants Wholesale/Dolgins 1024 S. Vanderventer St. Louis, MO 63110	652-2900 F. Heim or Sue	Price Master	09-Madison	Y	N	Y	Y
442020 6940	Mound City Industrial 1315 Cherokee St. St. Louis, MO 63118	773-5200 Tom Wild	N/A	09-Madison	Y	N	Y	Y
451920 6942	Nash Finch Co., Grand Island 3636 W. Stolley Park Rd. Grand Island, NE 68801	308-382-4100 Gary Schuett Fax 308-382-4251	Monarch Value & Quality	21-Omaha	Y	Y	N	N
453760 6942	Nash Finch Co., Lincoln, NE 800 Cattail Rd. Lincoln, NE 68521	402-474-5521 Greg Johnson Fax 402-474-0597	Monarch Value & Quality	21-Omaha	Y	Y	N	N
464530 6940	Newman & Ullman 2045 E. Olive PO Box 1467 (zip-62525) Decatur, IL 62527	1-217-423-9793 Dick Maddock Craing Corley Fax-217-423-7393	Monarch	047-Peoria	Y	N	Y	Y
499440 6930	Phelps Tobacco 305 N. Park Ave. Fremont, NE 68025	1-402-721-4944 Ron Sheer	Monarch	21-Omaha	Y	N	Y	Y
904469 6946	Quik 'n Tasty Foods 100 QuikTrip Drive Belton, MO 64012	816-331-2190 Jeanette Wingo	None	54-K.C.	N	Y	Y	N
518929 6932	RGAFB Bldg. 619/Stop 32 Grandview, MO 64030	816-348-2364 RJR Military Mgr.		54-K.C.	N	Y	N	N
539900 6936	Richard Bros. Main Street Mountain Grove, MO 65711	417-926-5800	Monarch Value & Quality		Y	N	N	N
539880 6936	Richard Brothers 212 Washington Avenue West Plains, MO 65775	417-256-4145			Y	N	Y	Y
579840 6932	Seneca Wholesale Co. 36 S. 8th St. Seneca, KS 66538	913-336-2118 Don Strathman	Monarch Best Value	54-K.C.	Y	N	Y	Y

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SIS # DIVISION	Direct Account Address City/State/Zip	Phone No. Contact Person Fax#/800	Private Label Black & White RJR Brands	Bonded Wise	Accepts Pre-books Y/N	Line # Needs Y/N	Value Add Y/N	Dist. Asst. Y/N
586920 6940	Shryack Givens Grocery 515 E. Morgan St. Boonville, MO 65233	816 882 6651 Wesley Ginrich	Best Value Monarch	06-Springfield	Y	N	N	Y
587400 6940	Shryack-Hirst Grocery 520 E. State St. Jefferson City, MO 65101	314 636 7181 Jerry Powell Fax 1-636-7181	Best Value Monarch	09-Madison	Y	N	Y	Y
562680 6946	St. Joseph Tobacco 3715 N. Belt St. Joseph, MO 64506	816-233-8213 Brian Dickens	Monarch Best Value	54-K.C.	Y	Y	Y	Y
392638 6946	Sunflower Supply 100 W. 7th Galena, KS 66739	316-783-5478 Tracey A. Kukovich	Monarch Best Value	06-Springfield	Y	N	Y	Y
640080 6930	Thompson Co. 1219 W. No. Front Grand Island, NE	1-308-382-6581 Gene Reabe	Best Value Monarch	21-Omaha	Y	N	Y	Y
469668 6936	Tri-Com Inc. D/B/A Convenient 1825 Industrial Drive Carthage, MO 64836	417-358-9303 David Clark 417-358-4827	Monarch Best Value		Y	Y	Y	Y
658360 6942	United A. G. Coop. 7401 F Street PO Box 1131 Omaha, NE 68101	402-339-7300 Lou Caccomo Fax 402-339-9153	Monarch Value & Quality	21-Omaha	Y	Y	N	N
260520 6936	V. B. Hall Wholesale 201 Main St. Monett, MO 65708	417-235-3111 Bill Fax 417-235-3928	Monarch		Y	N	Y	Y
677180 6940	Warren Habbe Wholesale 110 N. Henrietta Effingham, IL 62401				Y	N	N	
682980 6940	Weeke Wholesale Co. 1600 N. 89th St. PO Box 1867 Fairview Heights, IL 62208	1-618-397-1900 Wayne Weeke Les Ernest Fax-618-397-7041		009-Madison	Y	N	Y	
690120 6940	Westerheide Tobacco 3612 N. Broadway St. Louis, MO 63147	231-5212 Ralph	N/A	09-Madison	Y	N	Y	Y
693120 6940	Wetterau 7100 Hazelwood Ave. Hazelwood, MO 63042	542-4000 Keith Dole Fax 595-1914	Value & Quality	09-Madison	Y	Y	Y	N

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696840 6930	Wholesale Supply 305 Ella St. Beatrice, NE 68310	1-402-228-3309 Ron Willett	Best Value Monarch	21-Omaha	Y	N	Y	Y
075000 6940	William F. Brockman 1105 S. State St. PO Box 308 Jerseyville, IL 62052	1-800-642-7771 Louis Brockman Mark Matson Fax-618-498-4495		009-Madison	Y	N	Y	Y

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[redacted]

R J Reynolds
Tobacco Company

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	Affiliated/KS	Affiliated/CO	Affiliated/IA	Affiliated/KS	Affiliated/MN	Affiliated/NE	Affiliated/SD	Affiliated/WY	Amcon/MO	AWG/KS	AWG/MO
	539209	004760	004760	004760	004760	004760	004760	004760	569147	022800	023040
BEST VALUE											
Regular	48984										
100	48985	72412				70313	71343		105320	216762	
Light	48980					70312	71342		107380	216846	
Light 100	48982					70311	71341		105340	216739	
Light Menthol	48981	72416				70314	71340		107400	216796	
Light Men 100	48983	72415				70316	71346		105380	216747	
Ultra	48986					70315	71345		107420	216820	
Ultra 100	48987					70317	71349		105390	216788	
Non Filter						70314	71344		107460	216853	
FF Men									107370		
FF Men 100									105330		
CAMEL									107410		
Regular NF	48261	72016	68012	69026	67540	70009	71163	73061	101080	214213	
Filter	48271	72062	68013	69027	67541	70010	71164	73062	101080	214395	
Filter Box		72060	68248		67545	70020	71171	73066	101100		
Filter 100	48273	72067	68250	69024		69996	71167		103150	214833	
Light	48275	72063	68014	69028	67543	69998	71162	73063	101120	198653	
Light 100	48276	72064	68011	69029	67544	69997	71157	73064	103160	212605	
Light Box		72065	68249		67546	70015	71170	73065	101140		
Ultra Lt	48480	72085	68251	69022	67547	69980	71151	73047	101143	203851	
Ultra Lt Box	48482	72086	68252	69023		69981	71152		101145	203869	
Ultra Lt Box 100	48484	72087	68253	69025	67549	69982	71153	73049	103163	203893	
Wides Filter Box	48269	72092	68246			69978	71147		101141	206474	
Wides Lt Box	48270	72093	68247			69979	71148		101142	206482	
H/P Filter 99's	48274	72090								198697	
H/P Lt	48272	72091								214627	
Spec Light	48278	72084	68214	69052	67552	69966	71137	73052	101146	208157	
Spec Lt Box	48267	72088	68212	69050	67550	69967	71135	73050	101147	208256	
Spec Lt Box 100	48266	72089	68213	69051	67551	69968	71136	73051	103161	208363	
CENTURY											
Regular	49000								101220	210286	
100	49004					70805			103250	210278	
Light									101240	210187	
Light 100	49006					70806			103260	210146	
Menthol Lt 100									103270	210120	
DORAL											
Light	48320	72010	68190	69290	67954	70190	71310	73010	105620	214262	
Menthol Light	48330	72011	68191	69291	67955	70191	71311	73011	105660	213363	
Light 100	48324	72012	68192	69292	67956	70192	71312	73012	107720	212431	
Menthol Lt 100	48335	72013	68193	69293	67957	70193	71313	73013	107740	213058	
Full Flavor	48322	72014	68194	69294	67958	70194	71050	73014	105580	214767	
Full Flavor 100	48326	72015	68195	69295	67959	70195	71051	73015	107680	214726	
Ultra Lt 100	48328	72016	68196	69296	67960	70189	71052	73016	107760	214718	
Ultra Lt	48321	71996	68199	69299	67941	70170	71053	73029	105680	212597	
FF Menthol	483 3		68197	69297	67943	70187	71048	73003	105600	217380	
FF Men 100	483 7		68198	69298		70188	71049	73009	107700	217398	
Non Filter	483 5	7. 017	68226	69289	67961	70196	71054	73017	105670	218115	

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	Affiliated/KS	Affiliated/CO	Affiliated/IA	Affiliated/KS	Affiliated/MN	Affiliated/NE	Affiliated/SD	Affiliat		AWG/MO
	539209	004760	004760	004760	004760	004760	004760	004		023040
MORE										
120	48605	71917	68370			69909	71006			
Menthol 120	48607	71918	68371			69910	71007		103720	[illegible]
Light 100	48603		68057	69312		70041	71206		103690	213496
Menthol Lt 100	48604								103700	213603
Light 120									103730	
Menthol Lt 120									103740	
White Lt 120	48634	71919	68372			69912	71008			213553
Men Wt Lt 120	48636	71920	68373			69913	71009			213512
MONARCH										
FF 100	49032	72420	68420	69420	67490	70420	71420	72920		193987
FF	49033	72421	68421	69421	67491	70421	71421	72921	106042	194043
Lt 100	49030	72422	68422	69422	67492	70422	71422	72922	107949	194365
Light	49031	72423	68423	69423	67493	70423	71423	72923	106044	194845
Ultra Lt 100	49034	72424	68424	69424	67494	70424	71424	72924	107951	194175
Ultra Light	49035	72425	68425	69425	67495	70425	71425	72925	106046	195032
Menthol Lt 100	49036	72426	68426	69426	67496	70426	71426	72926	107953	194720
Menthol Lt	49037	72427	68427	69427	67497	70427	71427	72927	106048	194936
Non Filter	49038	72428	68428	69428	67498	70428	71428	72928	107955	
FF Menthol 100									107947	
FF Menthol										
FF Box		72429	68429	69429	67499	70429	71429	72929		
Light Box		72430	68430	69430	67500	70430	71430	72930		
Menthol Box										
Menthol Lt Box										
NOW										
Regular	48616	72201	68087	69151	67771	70059	71223	73201	102180	217315
Menthol	48618		68094	69152		70060	71224		102200	217331
100	48619	72200	68088	69149	67770	70061	71225	73200	103820	215057
Menthol 100	48620	72204	68095		67773	70062	71226	73204	103840	214924
Box										
Box 100										
SALEM										
Regular	48761	72280	68120	69200	67860	70088	71256	73280	102490	214338
100	48771	72281	68121	69202	67861	70089	71257	73281	104040	214353
Light	48760	72282	68119	69204	67862	70087	71255	73282	102500	221697
Light 100	48772	72283	68118	69205	67863	70082	71254	73283	104050	214379
Lt 100 Custom Case									229009	
Slim Lt Box 100	48773	72284	68117	69210	67869	70086	71258	73284	104060	216697
Ultra Light	48757	72286	68122	69208	67866	70081	71252	73286	102520	211862
Ultra Light 100	48759	72285	68123	69209	67867	70090	71253	73285	104070	211839
Gold Box										
VANTAGE										
Regular	48851	72323	68145	69230	67920	70100	71267	73085	102660	213074
Menthol	48861	72325	68147	69231	67922	70102	71266	73087	102680	213595
100	48862	72324	68153	69232	67921	70105	71262	73086	104260	195784
Menthol 100	48864	72326	68146	69236			71300		104270	213785
Ultra Light	48867	72327	68142	69234	67924	70130	71296	73088	102700	212233
Ultra Light 100	48868	72328	68154	69235	67925	70131	71297	73089	104280	212191
Ultra Light Box	48853	72316	68168	69237	67926	70127	71294			

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	539209	004760	004760	004760	004760	004760	004760	004760	569147	022800	023040
VANTAGE cont.											
Ultra Lt Box 100	48869	72317	68167	69236	67927	70132	71295				
MAGNA											
Full Flavor	48673	71960	68260	69360	67040	70360	71060	73295	105980	215723	
FF Box	48672		68261	69361	67041	70361	71061	73296	106000	216135	
Light	48674		68262	69362	67042	70362	71062	73297	106020	216689	
Lt Box	48675		68263	69363	67043	70363	71063	73298	106040	216150	
STERLING											
100	48404	72130	68060	69120	67670	69930	71033	73290	108653	213736	
Light 100	48405	72121	68031	69121	67671	69931	71034	73291	108657	213769	
Menthol 100	48406	72132	68032	69122	67672	69932	71035	73292	108655	213793	
Menthol Lt 100	48408	72133	68033	69123	67673	69933	70136	73293	108660	213901	
Regular	48519		68343			69928				196105	
Slim Light 100	48523		68345			69934			108663	196212	
Slim Lt Men 100	48524		68346			69935			108665	196220	
Ultra Lt 100			68347			69936			108667		
Ultra Lt Men 100	48522		68348			69937			108669	196170	
Light	48517		68315			69924			106523	196113	
Light Menthol	48518		68316			69927			106525	196139	
Menthol	48520		68344			69929			106529	196121	
VALUE&QUALITY											
Non Filter											
Menthol											
Menthol 100											
Regular											
100											
Light											
Light 100											
Light Menthol											
Light Men 100											
Ultra											
Ultra 100											
WINSTON											
Regular	48921	72340	68156	69260	67952	70108	71273	73112	102720	214251	
Box	48931	72342	68155	69269	67948	70107	71272	73114	102740	214312	
100	48951	72341	68157	69264	67947	70109	71274	73113	104400	214270	
Light	48941	72343	68159	69266	67950	70111	71276	73115	102780	212183	
Light 100	48945	72344	68160	69268	67951	70112	71277	73116	104410	216713	
Ultra Light	48955	72346	68162	69267	67953	70117	71284	73118	102800	216838	
Ultra Light 100	48961	72345	68161	69270	67952	70116	71283	73117	104430	216812	
Light Box	48935		68158	69265		70110	71275			214163	
Light Box 100									104420		
Ultra Light Box	48957	72347	68168	69257	67945	70122	71250	73110	102805	212787	
Ultra Light Box 100	48963	72348	68169		67949	70123	71200	73111	104435	212795	
Select		72350	68100	69256	67940	70121	71180	73124		207555	411819
Select Box		72351	68101	69257	67941	70124	71181	73125		207548	411884
Select Light		72352	68410	69258	67963	69951	71410	73126		206508	411918
Select Lt Box		72353	68411	69259	67964	69952	71411	73127		206581	411975
Select Lt 100		72354	68412	69262	67965	69953	71412	73128		206748	411967
Select Slim Lt 100		72355	68413	69263	67966	69954	71413	73129		206722	411991

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	Barber	Bond Whls	Cash&Cry	FS Edwards	Fleming/MO	Fleming/KC	Fleming/NE	Fleming/KS	GSC Ent	Hagman/T	Hagman/KS
	036120	063960	426927	257160	198290	198000	197300	197400	571236	256820	256920
BEST VALUE											
Regular	1177	102921					95038-6		600007		
100	2209	102939					95538-5		600023		
Light	1178	102947					95035-2		600015		
Light 100	2210	102954					95535-1		600031		
Light Menthol	1171	102962					95036-0		602276		
Light Men 100	2211	102970					95536-9		600049		
Ultra	1169	102996					95037-8		600064		
Ultra 100	2212	102988					95537-7		600056		
Non Filter	1216	105619					95039-4		605493		
FF Men	1242	106526					95089-9		602367		
FF Men 100	2253	106534					95631-8		605550		
CAMEL											
Regular NF	1008	100149	45357		19472-0	10994-2	19280-7	10994-2	600148		
Filter	1006	100131	45358		19404-3	10995-9	19266-6	10995-9	600163		
Filter Box									600171		
Filter 100	2135	100479	45360		19538-8	10774-8	19270-8	10774-8	603274		
Light	1007	100123	45362		19529-7	10975-1	19288-2	10975-1	600197		
Light 100	2023	100461	45364		19405-0	10974-4	19411-8	10974-4	604215		
Light Box									600189		
Ultra Lt	1147	104067	45366		19689-9	10940-5	19633-7	10940-5	600353		
Ultra Lt Box	1149	104075	45367		19691-5	10926-4	19634-5	10926-4	600361		
Ultra Lt Box 100	2226	104059	45368		19690-7	95016-2	19635-2	95016-2	604223		
Wides Filter Box	1208	105627	45361		95014-7	95014-7	95014-7	95014-7	606228		
Wides Lt Box	1209	105635	45365		95013-9	95013-9	95013-9	95013-9	606236		
H/P Filter 99's	1181	100495	45369		19402-7	10976-9	19279-9	10976-9			
H/P Lt	1023	100487	45363		19698-0	10993-4	19265-8	10993-4			
Spec Light	1249	106906	45369		95108-7	95108-7	95108-7	95108-7	600395		
Spec Lt Box	1248	106914	45370		95109-5	95109-5	95109-5	95109-5	600411		
Spec Lt Box 100	2159	106922	45371		95653-2	95653-2	95653-2	95653-2	603191		
CENTURY											
Regular	1014								601153		
100	2006	102590			19600-9	10900-9	19466-2	10900-9	603944		
Light	1019								601294		
Light 100	2022	102582			19610-5	10909-0	19468-8	10909-0	604421		
Menthol Lt 100	2122				19730-8		19469-6		604447		
DORAL											
Light	1027	100362	45485		19551-1	10960-3	19319-3	10960-3	602151		
Menthol Light	1029	100370	45487		19552-9	10961-1	19320-1	10961-1	602185		
Light 100	2117	100412	45486		19553-7	10989-2	19321-9	10989-2	602953		
Menthol Lt 100	2118	100420	45488		19554-5	10990-0	19322-7	10990-0	602987		
Full Flavor	1167	100388	45491		19614-7	10772-2	19287-2	10772-2	602128		
Full Flavor 100	2147	100438	45492		19612-1	10770-6	19292-2	10770-6	602920		
Ultra Lt 100	2146	100446	45490		19613-9	10771-4	19293-0	10771-4	603019		
Ultra Lt	1104	100396	45489		19625-3	10719-3	19302-9	10719-3	601963		
FF Menthol	1183	100404	45493		19380-5	10742-6	19423-3	10742-6	601955		
FF Men 100	2234	100453	45494		19381-3	10752-4	19443-1	10752-4	605261		
Non Filter	1210	106541	45495		95004-8	95004-8	95004-8	95004-8			

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	Barber	Bond Whls	Cash&Cry	FS Edwards	Fleming/MO	Fleming/KC	Fleming/NE	Fleming/KS	GSC Ent	Hagman/T	Hagman/KS
	036120	063960	426927	257160	198290	198000	197300	197400	571236	256820	256920
MORE											
120	2033	102780	45384		19494-4	10981-9	19434-0	10981-9	604967		
Menthol 120	2035	102772	45385		19495-1	10982-7	19436-5	10982-7	604991		
Light 100	2080	104612	45386		19527-1	10964-5	19435-7	10964-5	603662		
Menthol Lt 100	2083	104620					19553-4		603654		
Light 120											
Menthol Lt 120											
White Lt 120	2282	102764	45387		19377-1	10739-1	19383-9	10739-1	603670		
Men Wt Lt 120	2283	102756	45388		19376-3	10738-3	19382-1	10738-3	603688		
MONARCH											
FF 100	2246	106609	45543		95576-7	95578-1	95578-1	95578-1	605501		
FF	1240	106617	45542		95052-7	95052-7	95052-7	95052-7	602284		
Lt 100	2239	106641	45539		95579-9	95579-9	95579-9	95579-9	605519		
Light	1237	106658	45538		95053-5	95053-5	95053-5	95053-5	602292		
Ultra Lt 100	2244	106666	45545		95581-5	95581-5	95581-5	95581-5	605543		
Ultra Light	1239	106674	45544		95055-0	95055-0	95055-0	95055-0	602359		
Menthol Lt 100	2243	106682	45541		95580-7	95580-7	95580-7	95580-7	605527		
Menthol Lt	1238	106690	45540		95054-3	95054-3	95054-3	95054-3	602300		
Non Filter	1236	106708	45537		95056-8	95056-8	95056-8	95056-8	605539		
FF Menthol 100	2247	106633	45536						605568		
FF Menthol	1241	106625	45535						602375		
FF Box			45534								
Light Box			45533								
Menthol Box											
Menthol Lt Box											
NOW											
Regular	1077	101113	45404		19509-9	10972-8	19236-9	10972-8	600957		
Menthol	1079	104604	45405		19510-7	10973-6	19237-7	10973-6	601005		
100	2077	101139	45406		19540-4	10854-8	19235-1	10854-8	605055		
Menthol 100	2079	101121	45407		19541-2	10855-5	19239-3	10855-5	605089		
Box	1073										
Box 100	2078										
SALEM											
Regular	1102	100057	45463		19457-1	10996-7	19256-7	10996-7	601161		
100	2046	100073	45464		19456-3	10991-8	19374-8	10991-8	605386		
Light	1101	100065	45465		19458-9	10985-0	19254-2	10985-0	601195		
Light 100	2049	100081	45466		19500-8	10980-1	19378-9	10980-1	605410		
Lt 100 Custom Case									603795		
Slim Lt Box 100	2041	101667	45469		19413-4	10836-5	19255-9	10836-5	605477		
Ultra Light	1170	101675	45467		19545-3	10983-5	19336-7	10983-5	601229		
Ultra Light 100	2070	101659	45468		19546-1	10984-3	19338-3	10984-3	605444		
Gold Box											
VANTAGE											
Regular	1122	100099	45442		19470-4	10988-4	19257-5	10988-4	601344		
Menthol	1064	101857	45444		19473-8	10987-6	19258-3	10987-6	601377		
100	2059	100107	45443		19513-1	10979-3	19380-5	10979-3	605683		
Menthol 100	2094	101865	45445		19517-2	10835-7		10835-7	603910		
Ultra Light	1123	102418	45446		19414-2	10968-6	19267-4	10968-6	601401		
Ultra Light 100	2067	100115	45447		19427-4	10969-4	19368-0	10969-4	605741		
Ultra Light Box	1247		45448			95104-6	95104-6				

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	Barber	Bond Whls	Cash&Cry	FS Edwards	Fleming/MO	Fleming/KC	Fleming/NE	Fleming/KS	GSC Ent	Hagman/T	Hagman/KS
	036120	063960	426927	257160	198290	198000	197300	197400	571236	256820	256920
VANTAGE cont.											
Ultra Lt Box 100	2255		45449			95530-2					
MAGNA											
Full Flavor	1185	100990	45423		19568-5	10893-6	19339-1	10893-6	602319		
FF Box	1186	101014	45424		19582-6	10758-1	19345-8	10758-1	602326		
Light	1187	100982	45425		19571-9	10757-3	19335-9	10757-3	602334		
Lt Box	1196	101006	45426		19626-1	10720-1	19348-2	10720-1	602342		
STERLING											
100	2217	103606	45516		19369-9	10694-8	19629-5	10694-8	606186		
Light 100	2219	103622	45512		19370-6	10695-5	19630-3	10695-5	606202		
Menthol 100	2218	103614	45518		19371-4	10696-3	19631-1	10696-3	606194		
Menthol Lt 100	2221	103630	45514		19372-2	10697-1	19632-9	10697-1	606210		
Regular	1202	104968	45515			10678-1	19657-6		601971		
Slim Light 100		105023	45519		19762-4	10682-3	19661-8	10682-3	605287		
Slim Lt Men 100	2184	105031	45520		19760-8	10680-7	19569-2	10680-7	605295		
Ultra Lt 100									605303		
Ultra Lt Men 100	2167	105015	45522		19761-6	10681-5	19660-0	10681-5	605311		
Light	1200	104984	45511		19756-6	10676-5	19655-0	10676-5	601997		
Light Menthol	1201	104992	45513		19757-4	10677-3	19656-8		602193		
Menthol	1203	104976	45517		19759-0	10679-9	19658-4		601989		
VALUE&QUALITY											
Non Filter							95555-9				
Menthol											
Menthol 100					19687-3						
Regular					19682-4	10703-7	19578-4	10703-7			
100						10708-6	19567-7	10708-6			
Light					19680-8	10701-1	19576-8	10701-1			
Light 100					19685-7	10706-0	19565-1	10706-0			
Light Menthol					19681-6		19577-6				
Light Men 100					19686-5	10707-8	19566-9	10707-8			
Ultra					19683-2	10704-5	19579-2	10704-5			
Ultra 100					19688-1	10709-4	19569-3	10709-4			
WINSTON											
Regular	1130	100032	45332		19456-4	10998-3	19264-1	10998-3	601500		
Box	1128	101881	45333		19466-2	10997-5	19328-4	10997-5	601534		
100	2068	100016	45334		19467-0	10992-6	19393-8	10992-6	606103		
Light	1132	100040	45335		19479-5	10999-1	19259-1	10999-1	601567		
Light 100	2065	100024	45337		19519-8	10978-5	19407-6	10978-5	606137		
Ultra Light	1195	101899	45338		19481-1	10962-9	19269-0	10962-9	601625		
Ultra Light 100	2095	101873	45340		19483-7	10963-7	19271-6	10963-7	606160		
Light Box	1131	101907	45336		19562-8	10911-3	19263-3	10941-3	601591		
Light Box 100			45341		19565-1				603928		
Ultra Light Box	1000	104471	45339		19746-7	10693-0	19638-6		601146		
Ultra Light Box 100	2055	104489			19745-9	10692-2	19637-8		606178		
Select	1281	105759	45342		95144-2	95144-2	95144-2	95144-2	601641		
Select Box	1215	105767	45343		95145-9	95145-9	95145-9	95145-9	601138		
Select Light	1263	108050			95146-7	95146-7	95146-7	95146-7	602078		
Select Lt Box	1264	108068			95147-5	95147-5	95147-5	95147-5	602086		
Select Lt 100	2271	108084			95620-1	95620-1	95620-1	95620-1	602094		
Select Slim Lt Bx 100	2270	108076			95621-9	95621-9	95621-9	95621-9	602102		

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	J Smith Tob	Marcus	Merchants/IL	NashF/GI/CO	NashF/GI/NE	NashF/GI/KS	NashF/NE	NashF/IA	NashF/KS	QuikNTste	RGAFB
	596640	398480	509708	451920	451920	451920	453760	453760	453760	904469	518929
BEST VALUE											
Regular											
100											
Light											
Light 100											
Light Menthol											
Light Men 100											
Ultra											
Ultra 100											
Non Filter											
FF Men											
FF Men 100											
CAMEL											
Regular NF				5220082	5314093	5281449	5314093	5300306	5281449		
Filter				5222120	5315148	5281423	5315148	5300207	5281563		
Filter Box					5314067		5315189	5300223	5281589		
Filter 100				5220108	5315189		5314000	5297403	5281423		
Light				5221809	5314109	5281480	5314109	5295605	5281480		
Light 100				5224688	5314125	5281506	5314125	5295647	5281506		
Light Box				5221841	5314141		5314141	5295821	5281464		
Ultra Lt				5221866	5316963		5319082		5281665		
Ultra Lt Box				5221900	5317102		5319280		5281621		
Ultra Lt Box 100				5221940	5316989		5319306		5281662		
Wides Filter Box				5222146	5317243	5281522	5314604	5295662	5281688		
Wides Lt Box				5222161	5317383		5314646	5295680	5281704		
H/P Filter 99's											
H/P Lt											
Spec Light				5220140	5317284	5280805	5312442	5295746	5283445		
Spec Lt Box				5220165	5317300	5280847	5312400	5295704	5283403		
Spec Lt Box 100				5220781	5317326	5280821	5312426	5295720	5283429		
CENTURY											
Regular							5318621		5281761		
100							5318662				
Light							5318698	5303649	5218709		
Light 100							5318704	5303680	5281803		
Menthol Lt 100											
DORAL											
Light				5221726	5314026	5281543	5318548	5305123	5287008		
Menthol Light				5221767	5314042	5281621	5318563	5305149	5287040		
Light 100				5226506	5314521	5281563	5318589	5304860	5287065		
Menthol Lt 100				5225628	5314604	5281589	5318605	5297262	5287081		
Full Flavor				5221783	5318720	5281647	5329404	5297288	5287107		
Full Flavor 100				5225644	5314588	5281688	5319420	5297304	5287123		
Ultra Lt 100				5225545	5318886	5281605	5319446	5297320	5287149		
Ultra Lt				5221700	5318704		5319348	5297387	5287296		
FF Menthol				5221668	5314000	5281464	5319108	5297346	5287164		
FF Men 100					5314604		5319124	5297361	5287180		
Non Filter				5221825	5318944		5318688	5305180	5287024		

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	J Smith Tob	Marcus	Merchants/IL	NashF/GI/CO	NashF/GI/NE	NashF/GI/KS	NashF/NE	NashF/IA	NashF/KS	QuikNTste	RGAFB
	596640	398480	509708	451920	451920	451920	453760	453760	453760	904469	518929
MORE											
120				5224920	5315700	5281720	5315700	5304761	5281720		
Menthol 120				5224969	5315726	5281761	5315726	5304781	5281746		
Light 100					5315387		5318340	5304969	5281647		
Menthol Lt 100							5318720				
Light 120											
Menthol Lt 120											
White Lt 120							5319140	5297429	5281787		
Men Wt Lt 120							5319165	5297445	5281829		
MONARCH											
FF 100					5311105		5323241	5307749	5289145		
FF					5311089		5323126	5307624	5289020		
Lt 100					5311147		5323266	5307764	5289160		
Light					5311121		5323142	5307640	5289046		
Ultra Lt 100					5311220		5323282	5307780	5289186		
Ultra Light					5311204		5323167	5307665	5289081		
Menthol Lt 100					5311162		5323308	5307806	5289202		
Menthol Lt					5311188		5323183	5307681	5289087		
Non Filter					5311246		5323100	5307608	5289004		
FF Menthol 100											
FF Menthol											
FF Box					5311261		5323209	5307707	5289103		
Light Box					5311287		5323225	5307723	5289129		
Menthol Box											
Menthol Lt Box											
NOW											
Regular				5222286	5317847		5317847	5309604	5282264		
Menthol					5317862	5281995		5309620	5282280		
100				5225289	5317888	5280763	5317888	5309588	5282306		
Menthol 100				5225321	5317904	5280789	5317904	5309562	5282322		
Box											
Box 100											
SALEM											
Regular				5222047	5314968	5281266	5314968	5300603	5281286		
100				5225081	5316161	5281209	5316161	5300801	5281209		
Light				5221684	5308980	5281225	5316344	5308988	5281225		
Light 100				5225123	5316187	5281308	5316187	5309463	5281308		
Lt 100 Custom Case											
Slim Lt Box 100				5225164	5317524	5282082	5316245	5304845	5281381		
Ultra Light				5222203	5317607	5281928	5317607	5300827	5281282		
Ultra Light 100				5225206	5317623	5281969	5317623	5304944	5281407		
Gold Box											
VANTAGE											
Regular				5222088	5315106	5281324	5315106	5304563	5281324		
Menthol					5316047	5281365	5316047	5301924	5282009		
100				5224803	5315361	5281340	5315722	5301908	5281340		
Menthol 100					5315346	5281662					
Ultra Light				5222187	5316120	5281381	5317946	5304803	5281548		
Ultra Light 100				5225362	5317961		5317961		5282041		
Ultra Light Box				5224829	5315643		5316807	5305006			

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	J Smith Tob	Marc s	Merchants/IL	NashF/GI/CO	NashF/GI/NE	NashF/GI/KS	NashF/NE	NashF/IA	NashF/KS	QuikNTste	RGAFB
	596640	3984 0	509708	451920	451920	451920	453760	453760	453760	904469	518929
VANTAGE cont.											
Ultra Lt Box 100				5224845	5315668		5316823	5305024			
MAGNA											
Full Flavor				5226402	5315403		5319363	5297502	5287305		
FF Box				5226444	5315460		5319389	5297528	5287321		
Light				5226485	5315429		5319405	5297841	5287347		
Lt Box				5226600	5315601		5319421				
STERLING											
100											
Light 100											
Menthol 100											
Menthol Lt 100											
Regular											
Slim Light 100							5319801		5287685		
Slim Lt Men 100							5319827				
Ultra Lt 100				5226741	5312509		5319843				
Ultra Lt Men 100				5226800	5312582		5319648				
Light											
Light Menthol											
Menthol											
VALUE&QUALITY											
Non Filter				5228721							
Menthol											
Menthol 100											
Regular				5228309	5322102	5287404	5319603	5298146	5287487		
100				5220580	5328307	5287602	5319629	5298161	5287503		
Light				5228341	5328505	5287420	5319520	5298062	5287404		
Light 100				5228622	5328802	5287644	5319561	5298104	5287446		
Light Menthol				5228382	5322201	5287461	5319545	5298086	5287420		
Light Men 100				5228648	5328406	5287669	5319587	5298120	5287461		
Ultra				5228424	5328703	528 503	5319645		5287529		
Ultra 100				5228705	5328604	628 701	5319660	5298203	5287545		
WINSTON											
Regular				5221965	5314489	528 027	5314489	5300405	5281027		
Box				5222005	5314505	5281100	5314505	5304746	5281043		
100				5225008	5315809	5281084	5315809	5300108	5281084		
Light				5221882	5314166	5281068	5314266	5299227	5281068		
Light 100				5224720	5314182	5281001	5314182	5306584	5281001		
Ultra Light				5222245	5317722	5281241	5317722	5300124	5281126		
Ultra Light 100				5225248	5317748	5281746	5317748	5300140			
Light Box					5314208		5314521	5297247			
Light Box 100											
Ultra Light Box					5318209		5317920	5297544	5280987		
Ultra Light Box 100					5318241		5318506	5297569	5281100		
Select					5318167	5280904	5316906	5306345	5285804		
Select Box					5318183	5280888	5317383	5306360	5285820		
Select Light					5318126	5280946	5312822	5306840	5284120		
Select Lt Box					5318027	5280920	5312806	5306824	5284104		
Select Lt 100					5318225	5280961	5312848	5306865	5284146		
Select Slim Lt Bx 100					5318266	5280987	5312883	5306881	5284161		

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	St Joseph	Tri-Com Inc	United AG	Wetterau/IL	Wetterau/MO
	562680	469668	648380	693120	693120
BEST VALUE					
Regular	12336	933085			
100	12401	933093			
Light	12351	933044		91-0870	
Light 100	12419	933069			
Light Menthol	12369	933051			
Light Men 100	12427	933077			
Ultra	12385	933101			
Ultra 100	12435	933119			
Non Filter	93909	937128			
FF Men	112300				
FF Men 100	112318				
CAMEL					
Regular NF	001396	414219		91-0280	91-1380
Filter	001354	414391		91-0290	91-1390
Filter Box					91-1379
Filter 100	100636	922567			
Light	001362	421099		91-0296	91-1393
Light 100	001370	412601		91-0284	91-1396
Light Box		910349		91-0291	91-1392
Ultra Lt	110510	929109		91-0316	91-1384
Ultra Lt Box	110528	929117		91-0317	
Ultra Lt Box 100	110536	929125		91-0315	91-1383
Wides Filter Box	093849	939375		91-0283	91-1394
Wides Lt Box	093856	937383		91-0285	91-1395
H/P Filter 99's	038968	421230		91-0289	
H/P Lt	001388				
Spec Light	016311			91-0286	91-1416
Spec Lt Box	016295			91-0287	91-1378
Spec Lt Box 100	016477			91-0288	91-1382
CENTURY					
Regular		414805		91-0326	
100	001438	414771		91-0329	91-1425
Light		918797			
Light 100	001420	414755		91-0330	91-1423
Menthol Lt 100	032334	414797		91-0325	91-1426
DORAL					
Light	001446	414286		91-0352	91-1444
Menthol Light	001453	413369		91-0351	91-1436
Light 100	001461	412437		91-0354	91-1440
Menthol Lt 100	001479	413054		91-0356	91-1441
Full Flavor	090597	414920		91-0362	91-1434
Full Flavor 100	090589	414979		91-0358	91-1433
Ultra Lt 100	090605	414987		91-0360	91-1435
Ultra Lt	107631	414409		91-0355	91-1447
FF Menthol	100487	415331		91-0359	91-1443
FF Men 100	100495	415141		91-0357	91-1445
Non Filter	093492	937193		91-0349	91-1533

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	St Joseph	Tri-Com Inc	United AG	Wetterau/IL	Wetterau/MO
	562680	469668	648380	693120	693120
MORE					
120	001487	412379		91-0552	91-1642
Menthol 120	001495	412452		91-0554	91-1644
Light 100	001503	413492		91-0553	91-1647
Menthol Lt 100	001511	413609		91-0560	91-1657
Light 120					
Menthol Lt 120					
White Lt 120	100552	412494		91-0579	91-1742
Men Wt Lt 120	100560	412478		91-0577	91-1675
MONARCH					
FF 100	111567	940031		91-0886	91-1954
FF	111518	940023		91-0885	91-1953
Lt 100	111542	940056		91-0888	91-1956
Light	111492	940049		91-0887	91-1955
Ultra Lt 100	111575	940114		91-0897	91-1958
Ultra Light	111526	940106		91-0896	91-1904
Menthol Lt 100	111559	940064		91-0889	91-1957
Menthol Lt	111500	940098		91-0895	91-1906
Non Filter	111534	940072			
FF Menthol 100	112334			91-0894	91-1962
FF Menthol	112326			91-0893	91-1964
FF Box				91-0890	91-1901
Light Box				91-0891	91-1812
Menthol Box					
Menthol Lt Box					
NOW					
Regular	001529	412411		91-0580	91-1660
Menthol	001545	412569		91-0582	91-1670
100	001537	411744		91-0584	91-1672
Menthol 100	001552	411769		91-0586	91-1674
Box	100842				
Box 100	013219	902908			
SALEM					
Regular	001578	414334		91-0710	91-1790
100	001586	414359		91-0720	91-1800
Light	001594	395673		91-0724	91-1803
Light 100	001602	414375		91-0718	91-1804
Lt 100 Custom Case		415026		91-0717	91-1801
Slim Lt Box 100	001610	411793		91-0719	91-1799
Ultra Light	001628	411868		91-0711	91-1792
Ultra Light 100	001636	411835		91-0713	91-1793
Gold Box					
VANTAGE					
Regular	001669	413070		91-0787	91-1865
Menthol	001685	413591		91-0788	91-1867
100	001677	395780		91-0786	91-1863
Menthol 100	001696	412916		91-0799	91-1866
Ultra Light	001701	412239		91-0793	91-1868
Ultra Light 100	001719	412197		91-0794	91-1869
Ultra Light Box	009316				

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	St Joseph	Tri-Com Inc	United AG	Wetterau/IL	Wetterau/MO
	562680	469668	648380	693120	693120
VANTAGE cont.					
Ultra Lt Box 100	010116				
MAGNA					
Full Flavor	107045	414698		91-0590	91-1583
FF Box	107052	414490		91-0591	91-1584
Light	107060	414623		91-0592	91-1582
Lt Box	107078	929349		91-0593	91-1586
STERLING					
100	011429	928432		91-0932	
Light 100	011445	928507		91-0930	91-1996
Menthol 100	011437	928416		91-0933	
Menthol Lt 100	011452	928424		91-0931	91-1997
Regular	013938	935445			
Slim Light 100	014001	935387		91-0935	
Slim Lt Men 100	014050	935395		91-0936	91-1992
Ultra Lt 100		935403			
Ultra Lt Men 100	014142	935411		91-0938	
Light	013839			91-0939	
Light Menthol	013862				
Menthol	013995	935452			
VALUE&QUALITY					
Non Filter					
Menthol					
Menthol 100					
Regular				91-0115	91-2110
100				91-0116	91-2112
Light				91-0117	91-2113
Light 100				91-0118	91-2115
Light Menthol				91-0119	91-2117
Light Men 100				91-0120	91-2118
Ultra				91-0122	91-2122
Ultra 100				91-0121	91-2120
WINSTON					
Regular	001743	414250		91-0810	91-1890
Box	001784	414318		91-0830	91-1920
100	001750	414276		91-0820	91-1900
Light	001768	412189		91-0836	91-1905
Light 100	001776	416719		91-0838	91-1907
Ultra Light	001792	411926		91-0843	91-1930
Ultra Light 100	001800	411900		91-0845	91-1935
Light Box	024950	416735		91-0846	91-1895
Light Box 100		932079			
Ultra Light Box	015982	932061		91-0834	91-0847
Ultra Light Box 100	015990			91-0833	91-0835
Select		938084		91-0627	91-1226
Select Box		938092		91-0628	91-1222
Select Light				91-0629	91-1223
Select Lt Box				91-0630	91-1224
Select Lt 100				91-0626	91-1225
Select Slim Lt Bx 100				91-0625	91-1220

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The following Direct Accounts **DO NOT** require line numbers:

445920 - A. B. Coker
027600 - A. E. Wease
009910 - Allied Merchandising
569138 - Amcon (K.C.)
027600 - Automatic Cigarette Service
079210 - Brummer Wholesale
314400 - C. T. Jewell
099180 - Cash Wa Distributor
105100 - Chadron Wholesale
880441 - Colombo Candy & Tobacco
137040 - Croessman Wholesale
553348 - Dahl Vendors, Inc.
188400 - Falls City Merchandising Co.
190620 - Farner Bocken
256080 - Hadley Braithwait
257100 - Hagmans, Inc (Springfield, MO)
282190 - Hightower Wholesale
293050 - Hub Tobacco Co.
336325 - Illinois Wholesale
190900 - Jerry Farran D/B/A Coker Candy
321720 - Junction City Distributors
340080 - Koch Candy Co.
120240 - L. N. Coffman Co.
565405 - Lane Wholesale
356700 - Lawrenceville Central
694320 - M. S. White
403440 - Markan Sales Co.
389040 - McGlasson Distributor
415000 - Merchants Supply
411150 - Merchants - Dolgins
442020 - Mound City Industrial
464530 - Newman & Ullman
499440 - Phelps Tobacco
539900 - Richard Bros. (Mtn. Gr.)
539880 - Richard Bros. (W. Plains)
579840 - Seneca Wholesale Co.
586920 - Shryack-Givens
587400 - Shryack-Hirst
392638 - Sunflower Supply
640080 - Thompson Co.
260520 - V. B. Hall
677180 - Warren Habbe Whls.
682980 - Weeke Wholesale
690120 - Westerheide Tobacco
696840 - Wholesale Supply
075000 - W. F. Brockman

Please be aware that all Direct Accounts that are listed are located within our Region only. In the future we will provide you with outside Direct Account line numbers that are needed by you.

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R.J. Reynolds
Tobacco Company

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CHAIN ID	NAME	ADDRESS	CITY	ST	DIV	MGR
0001 01 12	7 ELEVEN CIS	711 N 108TH CR	OMAHA	NE	6942	KWH
0001 01 11	7-ELEVEN CIMA	711 N. 108TH COURT	OMAHA	NE	6942	KWH
0001 01 06	7/ELEVEN - CIC	711 N. 108TH COURT	OMAHA	NE	6942	KWH
5433 00 00	A. MICHAEL OWENS	D/B/A FREEDOM OIL	BLOOMINGTON	IL	6238	TEG
2260 00 00	ABEL OIL COMPANY	HWY. 79 SOUTH	LOUISIANA	MO	6924	TCP
3746 00 00	ACA MANAGEMENT	77 WEST PORT PLZ DR	SAINT LOUIS	MO	6940	RVC
1191 00 00	AERO ENTERPRISES	D/B/A ACA SERVICES	PHILADELPHIA	PA	1340	JAM
1642 00 00	AIR HOST, INC	1355 LYNNFIELD RD	MEMPHIS	TN	2540	TAM
0313 00 00	ALBERTSON'S, MIDWEST	7626 W. DODGE RD	OMAHA	NE	5340	DJS
0538 00 00	ALCO	401 COTTAGE	ABILENE	KS	6946	ENM
9549 00 00	AMCON DISTRIBUTINGCO	4990 G STREET	OMAHA	NE	6930	KDW
0330 00 00	AMERICAN DRUG STORES	1818 SWIFT DRIVE	OAK BROOK	IL	6240	MJP
0003 20 00	AMOCO ACA MANAGEMENT	11110 W 7TH ST	SHAWNEE	KS	6242	EWW
5565 00 00	AMPRIDE INC	10380 N. EXEC. HILLS	KANSAS CITY	MO	6932	MEM
9533 00 00	ANDA, INC	P. O. BOX 437	SPRINGFIELD	MO	6936	GHR
5244 00 00	ANDERSON AMOCO	2828 S.148 AVE. CIR.	OMAHA	NE	6930	KDW
9025 01 15	ARA KANSAS CITY #5112	9000 BOND ST	OVERLAND PK	KS	2180	NVD
9025 01 24	ARA ST LOUIS #5129	10855 METRO CT, SUITE G	MARYLAND HEIGHTS	MO	2180	NVD
3964 00 00	ARENS OIL	517 N STURGEON	MONTGOMERY CITY	MO	6924	TCP
5544 00 00	ARO-SYSTEMS, INC.	P. O. BOX 552	SAINT PETERS	MO	6922	ADJ
9560 00 00	ASSOCIATED GROCERS	4200 KANSAS AVE.	KANSAS CITY	MO	6946	ENM
0228 00 00	ASSOCIATED WHOL GRO	5000 KANSAS AVE	KANSAS CITY	MO	6946	ENM
2277 00 00	AUTOMATIC CIGARETTE	NORTH MAIN	JOPLIN	MO	6936	GHR
9009 00 00	AUTOMATIQUE INC.	3269 ROANOKE ROAD	KANSAS CITY	MO	6932	MEM
9009 01 00	AUTOMATIQUE INC.	208 E AURORA	DES MOINES	IA	6932	MEM
9009 02 00	AUTOMATIQUE INC.	5235 N IRONWOOD ROAD	MILWAUKEE	WI	6932	MEM
9009 03 00	AUTOMATIQUE INC.	41-37 24TH STREET	LONG ISLAND CIT	NY	6932	MEM
9009 04 00	AUTOMATIQUE INC.	10745 MIDWEST INDUS	ST LOUIS	MO	6932	MEM
5477 00 00	AYERCO	2966 SO MCARTHUR BLVD.	SPRINGFIELD	IL	6926	JTF
2257 00 00	AYERCO GAS & FOOD	P.O. BOX 66	CANTON	MO	6924	TCP
2979 00 00	B & H PETRO CORP	BOX 989	KIRKSVILLE	MO	6924	TCP
5228 00 00	B&R FOOD STORES	233 NO. 48TH ST	LINCOLN	NE	6942	KWH
5063 00 00	B. J. ENTERPRISE	#5 MAIN STREET	FESTUS	MO	6924	TCP
5242 00 00	BAG N SAVE	10727 M STREET	OMAHA	NE	6930	KDW
1934 00 00	BAKERS SUPERMARKETS	8420 WEST DODGE ROAD	OMAHA	NE	6942	KWH
2911 00 00	BALL'S SUPER MARKETS	5300 SPEAKER ROAD	KANSAS CITY	KS	6946	ENM
5564 00 00	BAUERSFELDS	4015 S.W. 10TH ST.	TOPEKA	KS	6932	MEM
5406 00 00	BEATON DRUG	1401 FARNAM	OMAHA	NE	6930	KDW
1481 00 00	BEE HIVE GROCERY	2305 LEAVENWORTH	OMAHA	NE	6930	KDW
5404 00 00	BENSON 66/ZIP MART	200 ESSEX COURT	OMAHA	NE	6930	KDW
2910 00 00	BERBIGLIA	1101 E. BANNISTER	KANSAS CITY	MO	6932	MEM
1651 00 00	BIG JOHNS	BOX 385	CARMI	IL	2536	JRA
5120 00 00	BIG RIVER OIL CO INC	1920 ORCHARD AVENUE	HANNIBAL	MO	6924	TCP
2986 00 00	BIRITE HDQ	312 STEWART ST	RENO	NV	5336	JLB
1919 00 00	BOB'S IGA STORES	6553 N. OAK TFWY.	GLADSTONE	MO	6946	ENM
2532 00 00	BOB'S SUPER SAVER	624 W. MAIN	GARDNER	KS	6946	ENM
2052 00 00	BOLCH OIL HDQ.	ATTN: TOM COLEMAN	IMPERIAL	MO	6940	RVC
1173 00 00	BOOGAARTS RETAIL DV	THIRD & CEDAR	CONCORDIA	KS	6546	SRB
1941 00 00	BOSSELMAN'S, INC.	BOSSELMANS TRK PLZA	GRAND ISLAND	NE	6942	KWH
0556 00 00	BROCK OIL COMPANY	601 N CLINTON	BLOOMINGTON	IL	6238	TEG
1627 00 00	BROWN DERBY STORES	2750 W BATTLEFIELD	SPRINGFIELD	MO	6936	GHR
3458 00 00	BRUMIT OIL	1101 OSAGE	LEAVENWORTH	KS	6932	MEM
5004 00 00	BUCHANONS	5015 DODGE	OMAHA	NE	6930	KDW
1940 00 00	BUD MOORE	RT. 2, BOX 244	SEWARD	NE	6930	KDW
1870 00 00	BUEHLER'S MARKETS	1100 W 12TH AVE	JASPER	IN	6846	GLA
1271 00 00	BURNS BROTHERS	516 SE MORRISON	PORTLAND	OR	5628	GLA
1506 00 00	C C DILLON HQ	1342 LONCDELL ROAD	ARNOLD	MO	6924	TCP
2256 00 00	C.& R. MARKETS	116 BOURKE	MACON	MO	6924	TCP
9013 00 00	CANTEEN CORPORATION	222 N LASALLE ST	CHICAGO	IL	2180	NVD
9013 04 09	CANTEEN VENDING SER	4666 FAIRES PARKWAY	DECATUR	IL	6926	JTF
9013 04 10	CANTEEN VENDING SER	2200 ELDORADO STREET	DECATUR	IL	6926	JTF
9013 04 11	CANTEEN VENDING SER	NORTH 22ND STREET	DECATUR	IL	6926	JTF
9013 04 12	CANTEEN VENDING SER	NORTH 27TH STREET	DECATUR	IL	6926	JTF
9013 04 15	CANTEEN VENDING SER	113 FISHER LANE	MT VERNON	IL	6926	JTF
9013 04 37	CANTEEN VENDING SER	1985 E PERSHING RD	DECATUR	IL	6926	JTF
9013 04 21	CANTEEN VENDING SER	8926 J STREET	OMAHA	NE	6930	KDW
9013 04 16	CANTEEN VENDING SER	2331 MILLPARK DR	HAZELWOOD	MO	6940	RVC
3315 00 00	CAPRI IGA	ROUTE 66	LITCHFIELD	IL	6926	JTF
[illegible]	CASEYS GENERAL STORE	1 SE CONVENIENCE BLVD	ANKENY	IA	6241	PDS

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CHAIN ID	NAME	ADDRESS	CITY	ST	DIV	MGR
0106 04 00	CENTRAL PLAINS REG	AAFES/PO BOX 660202	DALLAS	TX	3300	MLY
1142 04 00	CENTRAL REGION-DECA	BLDG 3345	LTL CRK NAV AMP	VA	2951	JBW
1363 00 00	CHAFFIN, INC	100 CHAFFIN IND PK	DODGE CITY	KS	6546	SRB
1923 00 00	CHICK'S INCORPORATED	906 S. 12TH STREET	BETHANY	MO	6932	MEM
5005 00 00	CIGARETTES FOR LESS	11457 OLD CABIN RD	CREVE COEUR	MO	6924	TCP
1454 00 00	CIGARETTES FOR LESS	1024 S VANDEVENTER	SAINT LOUIS	MO	6940	RVC
0105 09 11	CIRCLE K CORPORATION	1601 N 7TH ST	PHOENIX	AZ	5342	RAC
0105 01 12	CIRCLE K CORPORATON	1601 N 7TH ST	PHOENIX	AZ	5860	PJL
2076 02 00	CLARK OIL DIST 12	1804 S. MORRIS AVE	BLOOMINGTON	IL	6940	RVC
2076 07 00	CLARK OIL DIST 34	1804 S MORRIS	BLOOMINGTON	IL	6940	RVC
2076 00 00	CLARK OIL HDQRS	8182 MARYLAND AVE	SAINT LOUIS	MO	6940	RVC
0347 00 00	COAST GUARD EXCHANGE	2100 2ND ST SW	WASHINGTON	DC	3300	MLY
1906 01 00	COASTAL OIL COMPANY	202 W 1ST ST - 7TH FL	WICHITA	KS	5860	PJL
1906 02 00	COASTAL OIL COMPANY	303 KEO WAY	DES MOINES	IA	5860	PJL
3909 00 00	CLINTON COUNTY OIL CO.	P. O. BOX 39	BREESE	IL	6926	JTF
1036 00 00	COFFIN'S	415 N. OAK ST	GRAND ISLAND	NE	6930	KDW
2287 00 00	COLONIAL PANTRY	716 S RANDOLPH	CHAMPAIGN	IL	6238	TEG
3777 00 00	COMMON CENTS	2504 W MAIN	RAPID CITY	SD	6334	DRG
1198 00 00	CONSUMERS MARKETS 6	39 W. CHESTNUT EXPW	SPRINGFIELD	MO	6936	GHR
1920 00 00	CONVENIENT FOOD MART	914 S. 9TH. STREET.	ST. JOSEPH	MO	6932	MEM
3802 00 00	CONVENIENT FOOD MART	628 GOLF RD	ARLINGTON HGTS	IL	6242	EWW
5239 00 00	CONVENIENT FOOD MART	11409 DAVENPORT	OMAHA	NE	6942	KWH
9029 00 00	COOPER OIL CO	1632 HWY Z	PEVELY	MO	6924	TCP
3893 00 00	CORRAL LIQUORS	3310 NAMEOKI ROAD	GRANITE CITY	IL	6926	JTF
2235 00 00	COSENTINO'S PRICE CP	8700 EAST 63RD	KANSAS CITY	MO	6946	ENM
3335 00 00	COUNTRY EXPRESS	HWY 60	MOUNTAIN GROVE	MO	6936	GHR
4242 00 00	COUNTRY STORES	1558 W COURT	BEATRICE	NE	6930	KDW
5428 00 00	COUNTRY STORES	JCT 71 & 217 RR #2	CARROLL	IA	6334	DRG
2465 00 00	COVINGTON IGA	PO BOX 206	COVINGTON	IN	6837	JEH
1474 05 00	CUB FOOD STORE	201 N BELT HIGHWAY	ST JOSEPH	MO	6932	MEM
1474 05 01	CUB FOOD STORE	201 N BELT HIGHWAY	ST JOSEPH	MO	6932	MEM
1474 00 00	CUB FOODS HDQ.	127 WATER ST.	STILLWATER	MN	6932	MEM
5412 00 00	CUBBY'S	4519 N. 30TH STREET	OMAHA	NE	6930	KDW
4142 00 00	D&J MINI MART	5215 N 16TH STREET	OMAHA	NE	6930	KDW
2024 00 00	DAHLS FOOD STORES	4343 MERLE HAY RD	DES MOINES	IA	6241	PDS
2657 00 00	DARA'S FAST LANE INC	1115 WESTPORT AVE	MANHATTAN	KS	6932	MEM
3111 00 00	DARRAH'S	3607 9TH AVE	COUNCIL BLUFFS	IA	6930	KDW
1019 00 00	DAY AND PALIN	RR #1 BOX 28	CUBA	IL	6238	TEG
3170 00 00	DECKERS	408 DOUGLAS HIGHWAY	GILLETTE	WY	5638	DLT
2995 00 00	DELAND OIL CO	301 W. WASHINGTON	SAINT JAMES	MO	6936	GHR
0567 00 00	DELMAN COMPANIES	6610 L STREET	OMAHA	NE	6930	KDW
2032 00 00	DELL OIL CO	7420 UNIVERSITY AVE	DES MOINES	IA	6239	RJM
0106 02 00	DESERT MT REGION	PO BOX 660202	DALLAS	TX	3300	MLY
5190 00 00	DETCO	4TH & JEFFERS	NORTH PLATTE	NE	6930	KDW
2189 00 00	DICKERSON STATIONS	ATTN/STEVE DICKERSON	BELLEVILLE	IL	6926	JTF
5232 00 00	DIDIER GORCERY	EAST 12TH	SCHUYLER	NE	6930	KDW
1792 00 00	DIERBERGS	1422 ELDRIDGE PAYNE	CHESTERFIELD	MO	6940	RVC
0950 00 00	DILLON STORES	2700 E 4TH ST	HUTCHINSON	KS	6546	SRB
1628 00 00	DILLONS MARKETS	2841 E. DIVISION	SPRINGFIELD	MO	6936	GHR
3892 00 00	DISCOUNT SMOKE SHOPS	4807 N. LINDBERGH	BRIDGETON	MO	6940	RVC
2023 00 00	DRUG TOWN STORES INC	1801 OSCEOLA AVE	CHARITON	IA	6241	PDS
5152 00 00	DUGAN & LOWE OIL CO.	3003 LAFAYETTE	ST. JOSEPH	MO	6932	MEM
200 01 00	E-Z SERVE CORP	2550 N LOOP WEST #600	HOUSTON	TX	5840	MES
2533 00 00	E. Z. SHOP	3706 SW TOPEKA.	TOPEKA	KS	6946	ENM
0207 05 00	EAGLE FOOD CENTERS	RT 67-KNOXVILLE RD	MILAN	IL	6241	PDS
2025 00 00	EASTERS ENTERPRISE	5320 NE 54TH AVE	ALTOONA	IA	6239	RJM
0112 00 00	EMRO CORPORATE	500 SPPEDWAY DRIVE	ENON	OH	6844	MWM
5106 00 00	EXPRESS LANE OFFICE	3340-L W. DIVISION	SPRINGFIELD	MO	6936	GHR
2536 00 00	EXPRESS MARTS	503 E. OVERLAND	SCOTTSBLUFF	NE	6930	KDW
1028 00 00	F.F.P.	2810-A GLENDA	FORT WORTH	TX	5742	DMC
0909 00 00	FABER, COE & GREGG	10 ENTERPRISE AVE	SECAUCUS	NJ	1226	JAM
2909 00 00	FALLEY'S FOOD4LESS	3120 KANSAS AVE.	TOPEKA	KS	6946	ENM
3043 00 00	FAMOUS INDUSTRIES	1405 W FULLERTON	ADDISON	IL	6242	EWW
3318 00 00	FANNING OIL	ATTN: OSSIE SURRALT	JACKSONVILLE	IL	6940	RVC
1243 00 00	FAREWAY STORES, INC	2600 8TH ST	BOONE	IA	6241	PDS
4041 00 00	FARM FRESH 2	928 NAMEOKI	GRANITE CITY	IL	6940	RVC
2324 00 00	FARM FRESH HDQ	515 CENTRAL	WOOD RIVER	IL	6922	ADJ
5222 00 00	FARMERS COOP ASSOC.	305 EAST 4TH AVE.	RED CLOUD	NE	6930	KDW
9532 00 00	FARNER BOCKEN CO	BOX 368-HWY #30	CARROLL	IA	6334	DRG
3557 00 00	FAST EDDIES	4135 SO. 48TH ST.	LINCOLN	NE	6930	KDW

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CHAIN ID	NAME	ADDRESS	CITY	ST	DIV	MGR
1065 00 00	FAST LANE CON. STR	825 MARKET STREET	TRUESDAIL	MO	6940	RVC
2105 00 00	FAST N FRIENDLY	333 PARK CENTRAL E	SPRINGFIELD	MO	6936	GHR
2026 00 00	FAST TRACK STORES	5320 NE 54TH AVE	ALTOONA	IA	6239	RJM
5151 00 00	FASTOP CONVENIENCE	201 N 3RD	QUINCY	IL	6940	RVC
1630 00 00	FASTRIP STORES	P.O. BOX 514	CARTHAGE	MO	6936	GHR
3447 00 00	FESTIVAL FOODS	13750 MILLARD AVENUE	OMAHA	NE	6942	KWH
5458 00 00	FILL & FOOD	1928 SHERWOOD	COUNCIL BLUFFS	IA	6930	KDW
3978 00 00	FIRST PLACE	1ST NATIONAL CENTER	OMAHA	NE	6930	KDW
0994 00 00	FISCA OIL COMPANY	4830 RAINBOW BLVD	SHAWNEE MISSION	KS	6946	ENM
1002 00 00	FKG OIL COMPANY	ATTN. TODD BADGELY	BELLEVILLE	IL	6940	RVC
9505 01 00	FLEMING COPANIES	6301 WTERFORD BLVD	OKLAHOMA CITY	OK	6542	CRD
2333 02 00	FLYING J	50 WEST 990 SOUTH	BRIGHAM CITY	UT	5340	DJS
0101 01 04	FOOD BARN, INC.	624 WESTPORT ROAD	KANSAS CITY	MO	6946	ENM
3837 00 00	FOOD FOR LESS	14220 OLD HALLSFERRY	FLORISSANT	MO	6922	ADJ
5245 00 00	FOODLAND	407 W HURON	MISSOURI VALLEY	IA	6930	KDW
2818 00 00	FOOTES INC	1810 EAST 25TH	KEARNEY	NE	6930	KDW
5227 00 00	FOREMAN FASTFUEL	5500 HAVELOCK AVE.	LINCOLN	NE	6930	KDW
4110 00 00	FORSYTH MOTO INC.	ATTN. TODD BADGELY	BELLEVILLE	IL	6940	RVC
0967 00 00	FRANK'S FOODLAND	925 E. 85 ST., #215	KANSAS CITY	MO	6946	ENM
3811 00 00	FREEDOM OIL COMPANY	711 N LEE ST	BLOOMINGTON	IL	6238	TEG
1237 01 00	FUEL MART	1337 BLACHLEYVILLE	WOOSTER	OH	1740	TV
3328 00 00	G&W FOODS	N. CENTER & THIRD ST.	WILLOW SPRINGS	MO	6936	GHR
2669 00 00	G/B BURWELL OIL SERV	ATTN: BOB PINKERTON	LINCOLN	IL	6940	RVC
1938 00 00	GAS-N-SHOP	701 MARINA BAY PLACE	LINCOLN	NE	6942	KWH
9538 00 00	GATEWAY FOODS	3501 NE MARSHALL	MINNEAPOLIS	MN	6344	GMP
1629 00 00	GERBES	2841 E. DIVISION	SPRINGFIELD	MO	6936	GHR
3633 00 00	GERKIN OIL CO	P.O. BOX 1690	WARSAW	MO	6932	MEM
3997 00 00	GIER OIL CO	104 E 4TH STREET	ELDON	MO	6936	GHR
5240 00 00	GINN/GOODIES	145 N ELMWOOD RD	OMAHA	NE	6930	KDW
0928 02 00	GIT-N-GO-MISSOURI	3021 E CHERRY	SPRINGFIELD	MO	6542	CRD
1774 00 00	GLOBE SELF SER DRUGS	2626 CHEROKEE	SAINT LOUIS	MO	6922	ADJ
5129 00 00	GOOD TO GO	5353 E 39TH	KANSAS CITY	MO	6932	MEM
1482 00 00	GRANDPA PIDGEON	11966 ST CHARLES RCK	BRIDGETON	MO	6940	RVC
1166 00 00	GREAVES NU-WAY	PO.BOX 799	PARSONS	KS	6932	MEM
2053 00 00	GREEN OIL COMPANY	ATTN: BOB GREEN	LINCOLN	IL	6940	RVC
4076 00 00	GROCERY KART	937 E. SE STREET	BROKEN BOW	NE	6930	KDW
9507 02 00	GROCERY SUPPLY CO	130 HILLCREST DRIVE	SULPHUR SPRINGS	TX	5740	MJM
9534 00 00	HAGMANS, INC.	105 N. BROADWAY	PITTSBURG	KS	6946	ENM
9535 00 00	HAGMANS, INC.	503 N. WALNUT	PITTSBURG	KS	6946	ENM
1822 00 00	HALE'S PETROLEUM CO	430 E OAK	COLUMBUS	KS	6932	MEM
3339 00 00	HALLS FOOD MART	704 MAIN ST	GALENA	KS	6946	ENM
5073 00 00	HANCOCK CFMS	2609 CHANDLER	OMAHA	NE	6930	KDW
2029 00 00	HANDY SHOPS	11500 NW 54TH AV BX576	DES MOINES	IA	6241	PDS
0539 00 00	HANDY STOP	4720 RAINBOW BLVD.	SHAWNEE MISSION	KS	6946	ENM
2054 00 00	HARMON IGA	ATTN. DON DORKS	AUBURN	IL	6926	JTF
1525 00 00	HAROLDS SUPERMARKETS	HWY. 13 & 20TH. ST.	LEXINGTON	MO	6932	MEM
3314 00 00	HARPER OIL	ATTN: CHUCK BLAGBURN	SPRINGFIELD	IL	6940	RVC
1557 00 00	HARTOG OIL CO INC HQ	4500 CHILDRENS PLACE	SAINT LOUIS	MO	6922	ADJ
1623 00 00	HERGERT OIL, INC.	240 P STREET	LINCOLN	NE	6930	KDW
1936 00 00	HINKY DINKY	10834 OLD MILL RD.#5	OMAHA	NE	6930	KDW
0581 00 00	HIWAY OIL	1ST NATL BANK TOWER	TOPEKA	KS	6932	MEM
0504 00 00	HOLIDAY EXPRESS GAS	4567 W 8TH ST	BLOOMINGTON	MN	6344	GMP
1414 00 00	HOLIDAY VILLAGE	4567 W 80TH ST	BLOOMINGTON	MN	6344	GMP
5158 00 00	HOMELAND STORES, INC	400 NE 36TH ST	OKLAHOMA CITY	OK	6542	CRD
0323 00 00	HOOK - SUPERX, INC	2800 ENTERPRISE ST	INDIANAPOLIS	IN	6846	GLA
3112 00 00	HRM ENTERPRISES	1099 18TH ST - SUITE 2815	DENVER	CO	5332	JMM
2034 00 00	HTJ INC(CASEYS GEN STRS)	9922 TANGLEWOOD DR	URBANDALE	IA	6241	PDS
0564 00 00	HUCKS	HWY 1 SOUTH	CARMI	IL	2536	JRA
1228 00 00	HUDSON ENERGY	P. O. BOX B	KANSAS CITY	KS	6932	MEM
5205 00 00	HURLBUT CORP.	201 EAST 1ST ST.	ABILENE	KS	6932	MEM
3212 00 00	HURLBUT STANDARD DBA	1343 KINGSFORD DR.	FLORISSANT	MO	6922	ADJ
5225 00 00	HY MARK INC	I-80 HWY 81	YORK	NE	6930	KDW
3778 00 00	HY VEE STORES	1010 RIVERVIEW DR	CHEROKEE	IA	6334	DRG
0570 00 00	HY VEE STORES INC	1801 OSCEOLA AVE	CHARITON	IA	6241	PDS
3086 00 00	HY VEE STORES, OMAHA	1801 OSCEOLA AVE	CHARITON	IA	6241	PDS
2056 00 00	ILLICO OIL COMPANY	ATTN: LES VANBIBBER	LINCOLN	IL	6940	RVC
2057 00 00	ILLINOIS AYERS OIL CO.	P. O. BOX 772	QUINCY	IL	6940	RVC
4179 00 00	ILLINOIS SUPER FOODS	111 SOUTH 20TH ST	MT VERNON	IL	6926	JTF
3330 00 00	INLAND EXPRESS	103 N. WASHINGTON	FARMINGTON	MO	6924	TCP
5503 00 00	J D FRAME OIL CO	PO BOX 815	FULTON	MO	6924	TCP

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CHAIN ID	NAME	ADDRESS	CITY	ST	DIV	MGR
1574 00 00	J&R MINI MART	400 N. 16TH STREET	COUNCIL BLUFFS	IA	6930	KDW
1255 00 00	J. D. STREETT CO.	144 WELDON PARKWAY	MARYLAND HTS	MO	6940	RVC
3316 00 00	JBL LIMITED-HIT N RUN	2850 HOMER ADAMS PKW	ALTON	IL	6922	ADJ
0331 00 00	JEWEL FOOD STORES	1955 NORTH AVE	MELROSE PARK	IL	6240	MJP
3681 00 00	JIM'S FOOD	1320 16TH ST.	AURORA	NE	6930	KDW
5223 00 00	JIMS FOOD MART	208 MAIN	TABOR	IA	6930	KDW
1917 00 00	JOHNSON GENERAL STORES	4410 W 33RD CIRCLE	WICHITA	KS	6546	SRB
4238 00 00	JT'S, INC.	1701 DEVOE	LINCOLN	NE	6930	KDW
5478 00 00	JUMP OIL & PROPANE	P O BOX 357	BOLIVAR	MO	6936	GHR
3913 00 00	KARSCH WHSE. FOODS	NO. 1 PARKWAY S/C	POTOSI	MO	6924	TCP
2058 00 00	KELLER OIL CO	ATTN: KAARE PEDERSEN	EFFINGHAM	IL	6940	RVC
1622 00 00	KEYSTONE DRUG	7328 MAPLE	OMAHA	NE	6930	KDW
1924 00 00	KING & KING ENTERPRS	107 N. E. 69 HIGHWAY	KANSAS CITY	MO	6946	ENM
0002 00 00	K-MART CORPORATION	3100 W BIG BEAVER	TROY	MI	6740	TMS
0211 01 03	KAYO OIL	10901 LOWELL #280	OVERLAND PARK	KS	5860	PJL
3011 00 00	KIRBY FOODS, INC	4102 B FIELDSTONE RD	CHAMPAIGN	IL	6238	TEG
1918 00 00	KLEPPER OIL COMPANY	2617 N BROADWAY	WICHITA	KS	6546	SRB
3324 00 00	KNAPP OIL CO.	HWY. 50	XENIA	IL	6926	JTF
3365 00 00	KOHL'S DRUG	1040 S. 74TH PLAZA	OMAHA	NE	6930	KDW
3692 00 00	KRAFT OIL	17TH & VINE	LINCOLN	NE	6930	KDW
1244 00 00	KRAUSE GENTLE OIL CO	4201 WESTOWN PKWY #220	W DES MOINES	IA	6241	PDS
0104 07 00	KROGER CENTRAL	5960 CASTLE WAY WEST	INDIANAPOLIS	IN	6846	GLA
0104 12 00	KROGER LOUISVILLE	10168 LINN STATION	LOUISVILLE	KY	6842	DM
9012 03 00	KWIK KAFE OF DE MOIN	1909 DEWOLF AVENUE	DES MOINES	IA	6930	KDW
9012 00 00	KWIK KAFE OF NEBR	3200 SOUTH 60TH	OMAHA	NE	6930	KDW
9012 01 00	KWIK KAFE OF NEBR	4680 PIERCE DRIVE	LINCOLN	NE	6930	KDW
9012 02 00	KWIK KAFE OF SIOUX	501 CHAMBERS	SIOUX CITY	IA	6930	KDW
5074 00 00	KWIK SACK	ATTN: GREG JUNGHANS	JUNCTION CITY	KS	6932	MEM
0527 00 00	KWIK SHOP	734 E 4TH ST	HUTCHINSON	KS	6546	SRB
3167 00 00	KWIK STOP	P. O. BOX 1665	NO. PLATTE	NE	6930	KDW
2850 00 00	LAJ LIMITED	3228 CALIFORNIA	OMAHA	NE	6930	KDW
1614 00 00	LINCOLNLAND OIL CO	2026 REPUBLIC AVENUE	SPRINGFIELD	IL	6940	RVC
5492 00 00	LITTLE GENERAL STORE	4020 PONDEROSA	COLUMBIA	MO	6940	RVC
2977 00 00	LOETHEN OIL	HIGHWAY 50 WEST	JEFFERSON CITY	MO	6924	TCP
1208 00 00	M&H/MILLER & HOLMES	501 LAFAYETTE RD	ST PAUL	MN	6326	TPB
4180 00 00	MAGNESS OIL CO	HWY 62	MT HOME	AR	2544	MFW
2624 00 00	MARKET MGMT., INC.	428 N. MAPLE	GARNETT	KS	6932	MEM
2069 00 00	MARVINS IGA AR	2614 W 6TH ST	FAYETTEVILLE	AR	2544	MFW
1450 00 00	MAYS DRUG	6705 E 81ST ST, #155	TULSA	OK	6532	RDB
2904 00 00	MCCALL'S SERVICE STN	3680 WEST 961H.	OVERLAND PARK	KS	6946	ENM
1927 00 00	MCDANIELS DRUGS	6244 BROOKSIDE	KANSAS CITY	MO	6932	MEM
3053 00 00	MCKEEVERS PRICE CHOP 2	210 SO. 291 HWY	INDEPENDENCE	MO	6946	ENM
1926 00 00	MED-CHEST DRUGS	304 E. 12TH ST.	KANSAS CITY	MO	6932	MEM
5235 00 00	MELS FOODTOWN	901 AVENUE "E"	WISNER	NE	6930	KDW
5237 00 00	MERCHANTS GAS N SHOP	1024 S. 13TH	NORFOLK	NE	6930	KDW
1239 00 00	MFA PETROLEUM	#1 RAY YOUNG DRIVE	COLUMBIA	MO	6940	RVC
3954 00 00	MICO OIL	ATTN. RGR. WEIBRECHT	SHAWNEE MISSION	KS	6932	MEM
3336 00 00	MID-MISSOURI OIL	HIGHWAY 42	KAISER	MO	6936	GHR
0341 00 00	MIDLAND ENERGY CO.	11880 W. 91ST ST.	OVERLAND PARK	KS	6932	MEM
3418 00 00	MIDWEST PETROLEUM	BOX 248	DERBY	KS	6536	DES
1142 03 00	MIDWEST REGION-DECA	BLDG 3030	KELLY A F B	TX	4551	MLY
0342 00 00	MILITARY CLUBS	E. C. WHEEDLETON	WINSTON-SALEM	NC	2951	JBW
5560 00 00	MILK JUG	603 E. 63RD STREET	INDEPENDENCE	MO	6932	MEM
0585 00 00	MINI MART	628 W YELLOWSTONE	CASPER	WY	5638	DLT
4128 00 00	MINI MART	230A POYNTZ	MANHATTAN	KS	6932	MEM
2315 00 00	MINI MART HDQTRS.	1116 LARAMIE	MANHATTAN	KS	6932	MEM
1662 00 00	MINI MARTS	1818 PORTER WAGNER	WEST PLAINS	MO	6936	GHR
5131 00 00	MINI PLAZA	148TH & W. CENTER RD	OMAHA	NE	6930	KDW
5226 00 00	MINUTE MART INC.	110 W. FLETCHER AVE	LINCOLN	NE	6930	KDW
0975 00 00	MOBIL OIL CORP	3225 GALLOWS RD	FAIRFAX	VA	2940	WJR
0975 02 00	MOBIL OIL CORP	3325 GALLOWS RD	FAIRFAX	VA	2940	WJR
3636 00 00	MORRIS OIL CO.	1111 S. GRANT	SPRINGFIELD	MO	6936	GHR
3153 00 00	MR. B'S	118 E. 9TH	WOOD RIVER	NE	6930	KDW
2787 00 00	MR O'S SHOP-N-GO	401 S WATER	TAHLEQUAH	OK	6532	RDB
0584 00 00	N STREET	W VAN DOREN & FOLSOM	LINCOLN	NE	6930	KDW
1119 02 04	NASH FINCH COMPANY	NEBRASKA RETAIL GRP	LINCOLN	NE	6942	KWH
1119 02 05	NASH FINCH COMPANY	1300 E ST PATRICK	RAPID CITY	SD	6334	DRG
1119 01 00	NASH FINCH COMPANY	7600 FRANCE AVE S	MINNEAPOLIS	MN	6340	DRB
2985 00 00	NATIONAL MARKETING	1726 N TOPEKA	TOPEKA	KS	6932	MEM
1104 00 00	NATIONAL SUPER MRKTS	6050 NO. LINDBERGH	HAZELWOOD	NE	6940	RVC

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CHAIN ID	NAME	ADDRESS	CITY	ST	DIV	MGR
2753 00 00	NEBR CORRECTION SERV	801 W VAN DORN	LINCOLN	NE	6930	KDW
9546 00 00	NEWMAN & ULLMAN CO	2045 E OLIVE	DECATUR	IL	6238	TEG
5089 00 00	NICKEL, PENNY & DIMES	PO BOX 6158	ST JOSEPH	MO	6241	PDS
2059 00 00	NIEMANN FOODS	ATTN: CHRIS NIEMANN	QUINCY	IL	6940	RVC
3446 00 00	NO FRILLS	1867 N. 81ST ST.	OMAHA	NE	6942	KWH
2285 00 00	NORCO FUELS	PO BOX 88	CHILLICAOTHE	IL	6238	TEG
2241 00 00	NOWELL'S GROCERY	900 NORTH KEENE	COLUMBIA	MO	6940	RVC
3344 00 00	OBLONG FOOD INC.	BOX 220	OBLONG	IL	6926	JTF
3319 00 00	ONEY'S SUPER VALUE	500 SO. PROMENADE	HAVANA	IL	6926	JTF
5220 00 00	ORSCHELIN FARM&HOME	339 N WILLIAMS	MOBERLY	MO	6924	TCP
3808 00 00	OZARK GENERAL	P.O. BOX 4303	SPRINGFIELD	MO	6936	GHR
1141 00 00	PAC 'N SAVE	1419 W. HWY 34	SEWARD	NE	6930	KDW
9529 01 00	PACE WAREHOUSE	5680 GREENWOOD PLZ BLV	ENGLEWOOD	CO	5344	JER
0566 00 00	PAMIDA DISCOUNT	8800 F STREET	OMAHA	NE	6942	KWH
5229 00 00	PANHANDLE COOP	905 WEST 27 ST	SCOTTSBLUFF	NE	6930	KDW
1324 00 00	PARADISE AIRPORT SHS	5950 FULTON IND BLVD	ATLANTA	GA	2240	DGC
4146 00 00	PATTERSON OIL	900 S.W. OLDHAM PKWY	LEE'S SUMMIT	MO	6932	MEM
0001 03 06	PEMCO 7-11	BRIDGEPORT 3 ST	TULSA	OK	6542	CRD
2951 00 00	PETRO	PO BOX 26808	EL PASO	TX	5841	HJH
5405 00 00	PETRO INC.	5500 SUPERIOR	LINCOLN	NE	6930	KDW
5437 00 00	PETRO MART	9851 ST CHARLES ROCK	SAINT LOUIS	MO	6940	RVC
2955 00 00	PHAR-MOR	20 FEDERAL PLAZA W	YOUGSTOWN	OH	1740	TV
5447 00 00	PHIL'S FOODWAY	P. O. BOX 11129	OMAHA	NE	6930	KDW
2789 01 00	PHILLIPS 66	4500 S GARNETT, #102	TULSA	OK	6532	RDB
2789 02 00	PHILLIPS 66	ATTN:FRED PATTERSON	OVERLAND PARK	KS	6946	ENM
3195 00 00	PHILLIPS PETROLEUM	6800 COLLEGE BLVD	OVERLAND PARK	KS	6932	MEM
2789 05 01	PHILLIPS PETROLEUM	12977 N. OUTER 40 DR	SAINT LOUIS	MO	6940	RVC
4244 00 00	PICTO INC.	719 MAIN	GRAIN VALLEY	MO	6946	ENM
0562 00 00	PILOT OIL	5508 LONAS RD	KNOXVILLE	TN	2440	JWS
4067 00 00	PLACES STORES	OUTER RD AT I-35	BETHANY	MO	6932	MEM
1655 00 00	PLATOLENE 500	PLATOLENE 500 RD	CARMI	IL	2536	JRA
3337 00 00	PONY EXPRESS	PO BOX 533	LEBANON	MO	6936	GHR
2183 00 00	PRENGERS FOOD'S, INC	205 CHESTNUT	MARCELINE	MO	6924	TCP
2042 00 00	PRESTO CONVENIENCE	302 FLEMING SUITE 6	GARDEN CITY	KS	6546	SRB
3801 00 00	PRICE CHOPPER	1665 LOTSIE	W OLIVETTE	MO	6940	RVC
5436 00 00	PUMP & PANTRY, INC.	3123 W STOLLEY PK RD	GRAND ISLAND	NE	6942	KWH
4158 00 00	PUMP N PANTRY OFFICE	4410 RANGELINE	JOPLIN	MO	6936	GHR
5246 00 00	PUMP-N-MUNCH TOO	1220 N 25TH	COUNCIL BLUFFS	IA	6930	KDW
2252 00 00	QUEENS MARKETS	2040 ROCK ROAD	DESOTO	MO	6924	TCP
1805 00 00	QUICK PICK	3880 S. SERVICE RD	LAKE ST LOUIS	MO	6924	TCP
5230 00 00	QUIK PIK	2800 SO 110TH ST.	OMAHA	NE	6930	KDW
0327 00 01	QUIKTRIP OKLAHOMA DIV	901 N MINGO	TULSA	OK	6542	CRD
0327 00 04	QUIKTRIP SHAWNEE MSN	PO BOX 220	SHAWNEE MISSION	KS	6542	CRD
0327 00 05	QUIKTRIP ST LOUIS	106 FOUR SEASONS CTR	CHESTERFIELD	MO	6542	CRD
1730 00 00	R&N MORITZ	210 SO. LINN	WENTZVILLE	MO	6924	TCP
1632 00 00	RAMEY SUPER MARKETS	ATTN: JOE YATES	SPRINGFIELD	MO	6936	GHR
1292 00 00	RANDALL'S SUPER VALU	SOOPER CITY SHPG CTR	MITCHELL	SD	6334	DRG
2435 00 00	RAND'S SHORT STOP	OLD KC ROAD @ 255TH	HILLSDALE	KS	6932	MEM
3549 00 00	RAPID ROBERTS	HWY 13	CRANE	MO	6936	GHR
0106 05 00	RED RIVER REGION	PO BOX 660202	DALLAS	TX	3300	MLY
2060 00 00	REESE DRUGS	1907 CLEVELAND	GRANITE CITY	IL	6926	JTF
1660 00 00	RHODES OIL COMPANY	i55 - HWY 74	CAPE GURARDEAU	MO	2536	JRA
3216 00 00	RINDERER DRUG STORES	3855 LUCAS-HUNT ROAD	NORMANDY	MO	6922	ADJ
5409 00 00	RITEWAY OIL & GAS	8400 I STREET	OMAHA	NE	6942	KWH
3991 00 00	ROG & SCOTTY'S SUPER	515 E. BROADWAY	COUNCIL BLUFFS	IA	6930	KDW
1952 00 00	S & H INVESTMENTS	413 TANGLEWOOD DR	ST JOSEPH	MO	6241	PDS
3312 00 00	S.S.S.DEV. SMITH OIL HWY.	36 & 54 WEST	PITTSFIELD	IL	6940	RVC
1928 00 00	SACO OIL CO.	1910 ARMOUR	N KANSAS CITY	MO	6932	MEM
0101 03 01	SAFEWAY - DENVER	6900 S YOSEMITE ST	ENGLEWOOD	CO	5344	JER
1455 00 00	SAM CARTER OIL,INC.	100 NW PARKWAY	KANSAS CITY	MO	6946	ENM
9501 00 00	SAM'S CLUB	608 SW 8TH ST	BENTONVILLE	AR	2544	MFW
5403 00 00	SAPP BROS.	I80 & HIWAY 50	OMAHA	NE	6930	KDW
3938 00 00	SATHER ENTERPRISES	8875 NW POLK CITY	ANKENY	IA	6241	PDS
5338 00 00	SCHILLING PETROLEUM	P. O. BOX 8072	BELLEVILLE	IL	6926	JTF
0946 00 00	SCHNUCK MARKETS	11420 LACKLAND RD	ST LOUIS	MO	6940	RVC
2625 00 00	SCHUETTE FOODS	ATTN: MIKE SCHUETTE	BREESE	IL	6926	JTF
3550 00 00	SCRIVENER OIL CO.	2415 SOUTH CAMPBELL	SPRINGFIELD	MO	6936	GHR
9005 00 00	SERVICE AMERICA CORP	88 GATEHOUSE RD	STAMFORD	CT	1530	GMR
5282 00 00	SERVICE OIL	DBA R WIGGS SERVICE	RAYTOWN	MO	6932	MEM

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CHAIN ID	NAME	ADDRESS	CITY	ST	DIV	MGR
1003 00 00	SERVICE OIL	11533 E. 63RD	RAYTOWN	MO	6946	ENM
3321 00 00	SHARPS FOODS	525 FAIRFIELD ROAD	MT. VERNON	IL	6926	JTF
5429 00 00	SHINERS	1200 N. 10TH	LINCOLN	NE	6930	KDW
9013 04 27	SHOP & HOP	308 MAIN	SAVANNAH	MO	6932	MEM
1434 00 00	SHOP 'N SAVE WRHS FD	10461 MANCHESTER RD	KIRKWOOD	MO	6940	RVC
3125 00 00	SHOP N SAVE	1305 W. 3RD	ALLIANCE	NE	6930	KDW
2907 00 00	SHOP QUIK	1115 WESTPORT ROAD	MANHATTAN	KS	6932	MEM
1204 01 00	SHOPKO STORES, INC	700 PILGRIM WAY	GREEN BAY	WI	6342	JJG
0360 04 00	SINCLAIR OIL KANSAS	3401 FIARBANKS AVE	KANSAS CITY	KS	5340	DJS
0360 03 00	SINCLAIR OIL ST LOUIS	899 S HOLMES	KIRKWOOD	MO	5340	DJS
0910 00 00	SITE OIL / CFM	50 S. BEMISTON AVE.	CLAYTON	MO	6940	RVC
3338 00 00	SIX-10 STORES	BOX 276	JASPER	MO	6936	GHR
1935 00 00	SIXTH STREET MARKETS	306 EAST 6TH ST.	NORTH PLATTE	NE	6942	KWH
0903 00 00	SKAGWAY	620 W. STATE ST.	GRAND ISLAND	NE	6930	KDW
1233 00 00	SMOKES 4 LESS	PO BOX 6443	LEAWOOD	KS	6536	DES
4226 00 00	SNAK ATAK 3	W 7TH & MONORE ST	JOPLIN	MO	6936	GHR
3323 00 00	SOUTHERN FOOD MART	917 EAST BROADWAY	SPARTA	IL	6940	RVC
0001 01 03	SOUTHLAND MIDWEST	900 ROOSEVELT FEDRAL	ST. LOUIS	MO	6940	RVC
0001 01 02	SOUTHLAND MOUNTAIN	7167 S ALTON WAY	ENGLEWOOD	CO	5344	JER
2255 00 00	ST.JOHN LIQUOR	9014 ST CHAS. RK RD	ST LOUIS	MO	6922	ADJ
1242 00 00	STALKER STORES	PO BOX 461	CRESTON	IA	6241	PDS
5249 00 00	STANDARD DRUG	#1 WESTBURY SQ. BD.B	SAINT CHARLES	MO	6922	ADJ
0540 00 00	STANLEY FOODS	BOX 216	ST. JAMES	MO	6936	GHR
3568 00 00	STANLEY J CLARK INC	BOX 534 ST RDS 234 & 63	CAYUGA	IN	6846	GLA
2247 00 00	STRAUB MARKETS	8282 CLAYTON ROAD	CLAYTON	MO	6922	ADJ
2061 00 00	SULLIVAN DRUGS	113 MACOUPIN	GILLESPIE	IL	6926	JTF
1646 00 00	SUPER D DRUGS, INC	4895 OUTLAND CTR DR	MEMPHIS	TN	2540	TAM
3479 00 00	SUPER DUPER INC	916 SOUTH 13TH	LINCOLN	NE	6930	KDW
2360 00 00	SUPER STORE	1250 N FRONTAGE RD	HASTINGS	MN	6324	MSG
9536 00 00	SUPER VALU STORE INC	PO BOX 125	MINNEAPOLIS	MN	6340	DRB
0301 02 00	SUPER X DRUG	175 TRI COUNTY PKY	CINCINNATI	OH	6840	JAG
0301 03 00	SUPER X DRUG	175 TRI COUNTY PKWY	CINCINNATI	OH	6840	JAG
0514 02 00	SUPERAMERICA/NE	101 S WASHINGTON ST	ELKHORT	WI	6342	JJG
2163 00 00	SWIFTY FOOD MARTS	1515 W TIPTON	SEYMOUR	IN	6842	DM
2449 00 00	T. J.'S QUICK STOP	6004 NALL	MISSION	KS	6932	MEM
5253 00 00	TANANA OIL	3211 CLINTON PARKWAY	LAWRENCE	KS	6932	MEM
0332 00 00	TARGET STORES	33 SOUTH 6TH ST	MINNEAPOLIS	MN	6340	DRB
3686 00 00	TAYLOR OIL CO	504 MAIN	WELLSVILLE	KS	6932	MEM
1937 00 00	TAYLOR QUIK-PIK	1904 SOUTH STREET	BLAIR	NE	6942	KWH
5056 02 00	TEXACO AREA #25	8620 WEST 110TH ST.	OVERLAND PARK	KS	6946	ENM
5056 04 00	TEXACO AREA #25	8620 WEST 110TH ST	OVERLAND PARK	KS	6946	ENM
5241 00 00	THE SHORT STOP	HIGHWAY 6	GRETHA	NE	6930	KDW
0572 00 00	THE TOBACCO HUT, INC	5913 MAPLE ST	OMAHA	NE	6930	KDW
3696 00 00	THOELE OIL	1703 N 4TH ST	SAINT CHARLES	MO	6940	RVC
1929 00 00	THOMAS MARKETS	3305 ST. JOSEPH AVE.	ST. JOSEPH	MO	6932	MEM
0312 00 00	THRIFT DRUG COMPANY	PO BOX 640203	PITTSBURGH	PA	1740	TV
0306 02 00	TOTAL PETROLEUM/CENT	6425 JOHNSON DRIVE	MISSION	KS	6946	ENM
5257 00 00	TOUCH 'N GO	1156 WEST 23RD	FREMONT	NE	6930	KDW
1197 00 00	TOWN & CNTRY SPRMKTS	SALEM GROUP/KANESTER	SALEM	MO	6936	GHR
2067 00 00	TOWN & COUNTRY SPRMKTS	101 JACKSON	HARDY	AR	2544	MFW
3387 00 00	TOWN & COUNTRY	HWY 59 SOUTH	ANDERSON	MO	6936	GHR
2800 00 00	TOWN & COUNTRY SM	PO BOX 994	PARSONS	KS	6932	MEM
3385 00 00	TOWN & COUNTRY SUMKT	HWY 59 SOUTH	FREDERICKTOWN	MO	6936	GHR
3386 00 00	TOWN & COUNTRY SUMKT	HWY 60 SOUTH	MOUNTAIN GROVE	MO	6936	GHR
5402 00 00	TRI LAKES PETROLEUM	P. O. BOX 606	BRANSON	MO	6936	GHR
2288 00 00	TRI STAR MARKETING	1301 E WASHINGTON	URBANA	IL	6238	TEG
5068 00 00	TRIPLE G CORPORATION	4313 FLUER DR SUITE 22	DES MOINES	IA	6241	PDS
1370 00 00	TRUCKSTOPS OF AMERICA	200 PUBLIC SQUARE	CLEVELAND	OH	1644	LEM
2264 00 00	U-DO SELF SERVE	11880 W. 91ST	LENEXA	KS	6946	ENM
2243 00 00	U-GAS	895 BOLGER COURT	FENTON	MO	6924	TCP
5224 00 00	UNCLE NEALS	305 N.HASTINGS	HASTINGS	NE	6930	KDW
4243 00 00	UNIMART TEXACO	10600 W 98TH TERR	OVERLAND PARK	KS	6946	ENM
1101 00 00	VENTURE STORES, INC.	2001 E TERRA LANE	O FALLON	MO	6940	RVC
0344 02 00	VETERANS CANTEEN/CO	DENVER FIELD OFFICE	DENVER	CO	5324	
1903 00 00	VIERE GIFT SHOPS	8107 N. STODDARD	KANSAS CITY	MO	6932	MEM
3981 00 00	VISTA MARKETING	PO BOX 6206	ROCKFORD	IL	6242	EWW
1339 00 00	VOLUME SERVICES	222 N. LA SALLE ST.	CHICAGO	IL	6932	MEM
1922 00 00	VOLUME SERVICES	222 N. LA SALLE ST.	CHICAGO	IL	6932	MEM
0550 00 00	E. H. SMITH INC	2141 POWERS FERRY RD	MARIETTA	GA	2242	MKD
0203 88 00	WALGREEN DIST 118	440 N. HWY. 67	FLORISSANT	MO	6940	RVC

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CHAIN ID	NAME	ADDRESS	CITY	ST	DIV	MGR
0203 26 00	WALGREENS DIST #26	440 N HIGHWAY NO 67	FLORISSANT	MO	6940	RVC
0203 46 00	WALGREENS DIST #46	5730 R STREET STE E	LINCOLN	NE	6930	KDW
0203 51 00	WALGREENS DIST #51	440 N HIGHWAY NO 67	FLORISSANT	MO	6940	RVC
0203 55 00	WALGREENS DIST #55	2020 72ND ST	OMAHA	NE	6930	KDW
0203 92 00	WALGREENS DIST#122	695 W PERSHING RD	DECATUR	IL	6242	EWW
2249 00 00	WALLIS OIL COMPANY	102 WEST WASHINGTON	CUBA	MO	6940	RVC
3526 00 00	WALMART STORE INC	BUD'S WHSE OUTLETS	LOWELL	AR	5831	RRG
5177 00 00	WALMART SUPERCENTERS	702 SW 8TH ST	BENTONVILLE	AR	2544	MFW
0209 00 00	WAL-MART STORES INC	702 SW 8TH ST	BENTONVILLE	AR	2544	MFW
0209 04 00	WAL-MART REGION 4	702 SW 8TH ST	BENTONVILLE	AR	2544	MFW
0209 08 00	WAL-MART REGION 8	702 SW 8TH ST	BENTONVILLE	AR	2544	MFW
0209 11 00	WAL-MART REGION 11	702 SW 8TH ST	BENTONVILLE	AR	2544	MFW
0209 12 00	WAL-MART REGION 12	702 SW 8TH ST	BENTONVILLE	AR	2544	MFW
0209 17 00	WAL-MART REGION 17	702 SW 8TH ST	BENTONVILLE	AR	2544	MFW
1001 00 00	WARECO OIL COMPANY	ATTN: JIM WATSON	JACKSONVILLE	IL	6940	RVC
4137 00 00	WAYMIRE'S IGA	1703 10TH AVENUE	LEAVENWORTH	KS	6932	MEM
2413 00 00	WEBSTER OIL CO.	2400 E. BENNETT	SPRINGFIELD	MO	6936	GHR
3531 00 00	WELCOME SMOKERS	200 S FAIRWAY DR	BELLEVILLE	IL	6536	DES
3979 00 00	WELCOME SMOKERS	12984 MUSKET CT	SAINT LOUIS	MO	6940	RVC
3784 00 00	WEST A LIQUOR	505 WEST A	LINCOLN	NE	6930	KDW
9537 00 00	WETTERAU, CORPORATE	8920 PERSHALL ROAD	HAZELWOOD	MO	6940	RVC
5407 00 00	WHEELERS	BOX E	GRAND ISLAND	NE	6930	KDW
0333 00 00	WHITE HEN PANTRY	666 INDUSTRIAL DR	ELMHURST	IL	6240	MJP
3553 00 00	WHITE OAK GROCERY	HWY 206 W	HARRISON	AR	2538	GDW
5234 00 00	WHITEHEAD OIL	2537 RANDOLPH	LINCOLN	NE	6930	KDW
3894 00 00	WILLAREDT OIL CO	HWY 45 NORTH	MATTOON	IL	6926	JTF
2129 00 00	WONDER-HOSTESS CBC	CHECKERBOARD SQUARE	SAINT LOUIS	MO	6940	RVC
2905 00 00	WOOD OIL	P.O. BOX 67	LEAVENWORTH	KS	6946	ENM
9555 00 00	WOODS SUPERMARKET	PLAZA SHOPPING CNTR	BOLIVAR	MO	6936	GHR
0534 00 00	WOOLWORTH STORES	WOOLWORTH BLDG 25 FL	NEW YORK	NY	1242	JTF

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MANAGERS MASTER LISTING

1226	J. A. MILLER (JOHN)	NORTH JERSEY				
1242	J. T. JONES (JIM)	NORTH JERSEY CHAIN				
1340	J. A. MORRIS (JIM)	PHILADELPHIA CHAIN				
1530	G. M. RICHARDSON (GEORGE)	NEW HAVEN				
1644	L. E. MAC WILLIAMS	ALBANY CHAIN				
1740	T. VARDE, JR (TONY)	PITTSBURG CHAIN				
2180	NATIONAL VENDING DIV					
2240	D. G. COOPER (DONNIE)	ATLANTA CHAIN				
2242	M. K. DAVERN (KEVIN)	ATLANTA METRO CHAIN				
2440	J. W. SWINEA (JOHN)	CHATTANOOGA CHAIN				
2536	J. R. ACORD (JACK)	PADUCAH				
2538	G. D. WADSWORTH (GARY)	FT SMITH				
2540	T. A. MELENDY (TOM)	MEMPHIS CHAIN				
2544	M. F. WASHBURN (MARTY)	FT SMITH CHAIN				
2940	W. J. ROTH (BILL)	WASHINGTON CHAIN				
2951	J. B. WHARTON (JIM)	NORFOLK MILITARY				
3300	MILITARY HDQ					
4551	SAN ANTONIO MILITARY					
5332	J. M. MASON (JEAN)	DENVER				
5336	J. L. BELL (JERRY)	LAS VEGAS				
5340	D. J. STRONG (DEBRA)	SALT LAKE CITY CHAIN				
5342	R. A. COBB (ROGER)	N PHOENIX CHAIN				
5344	J. E. RILEY, JR. (JIM)	DENVER CHAIN				
5628	G. L. ATKINSON (GARY)	PORTLAND OR				
5638	D. L. THELEN (DAVID)	BILLINGS				
5740	M. J. MCCARRICK (MIKE)	DALLAS CHAIN				
5742	D. M. COOK (MARK)	FT WORTH CHAIN				
5831	R. R. GARLINGTON (ROBBY)	AUSTIN				
5840	M. E. STURM (MIKE)	HOUSTON CHAIN				
5841	H. J. HEINTZ III (HJ)	SAN ANTONIO CHAIN				
5860	P. J. LAMARCA (PAUL)	E HOUSTON CHAIN				
6238	T. E. GILLESPIE (TIM)	DAVENPORT				
6239	R. J. MURPHY (JAY)	DES MOINES				
6240	M. J. PURVIANCE (MIKE)	CHICAGO CHAIN				
6241	P. D. STROMGREN (PAUL)	DES MOINES CHAIN				
6242	E. W. WORLEY (WAYNE)	N CHICAGO CHAIN				
6324	M. S. GORING (MARK)	ST PAUL				
6326	T. P. BURNS (TOM)	MINNEAPOLIS				
6334	D. R. GIBBONS (DOUG)	SIOUX FALLS				
6340	D. R. BAKER (DENNIS)	MINNEAPOLIS CHAIN				
6342	J. J. GIRARD (JAY)	MILWAUKEE CHAIN				
6344	G. M. PALMER (GREG)	ST PAUL CHAIN				
6532	R. D. BERRIER (BOB)	TULSA				
6536	D. E SIMS (DON)	WICHITA				
6542	C. R. DEDEAUX (RAY)	OKLAHOMA CITY CHAIN				
6546	S. R. BREMAR (STEVE)	WICHITA CHAIN				
6740	T. M. SOLTYS (TOM)	DETROIT CHAIN				
6837	J. E. HULL (JEFF)	EVANSVILLE				
6840	J. A. GEETING (JACK)	CINCINNATI CHAIN				
6842	D. MURLEY (DUNCAN)	LOUISVILLE CHAIN				
6844	N. W. MCCLEARY (NEAL)	COLUMBUS CHAIN				
6846	G. L. ALBERS (GARY)	INDIANAPOLIS CHAIN				
6922	A. D. JAMES (TONY)	C. ST LOUIS				
6924	T. C. PETERSON (TED)	ST LOUIS				
6926	J. T. FRASER (JIM)	BELLEVILLE				
6930	K. W. WARDEN (KEVIN)	OMAHA				
6932	M. E. MILDER (MIKE)	KANSAS CITY				
6936	G. H. ROBERTS (GLYNN)	SPRINGFIELD MO				
6940	R. V. CALDERON (RAY)	ST LOUIS CHAIN				
6942	E. N. MAKI (ERIC)	KANSAS CITY CHAIN				
6946	K. W. HAYNER (KEN)	OMAHA CHAIN				

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[redacted]

All

R.J. Reynolds
Tobacco Company

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R. J. Reynolds

Tobacco Co.

Mark S. Hirsch
Regional Operations
Manager

311 Consort Dr.
Manchester, MO 63011
(314) 391-4197

January 14, 1994

To: All Region Personnel

SUBJECT: **INFORMATIONAL MAIL**

As part of the Region Operations Unit concept, each full-time and part-time employee will have access to the "RJR Info Mail System".

The intent of the system is to achieve efficient timely, specific communications between Regional personnel. In the near future, we will also make this available to you for use with customers.

The system should be the 1st Line of communication for all employees in the Region. It should also be utilized for requests or information required from the Operations Units Coordinators.

Enclosed you will find a reference guide with all operating guidelines as well as a listing of mail boxes for all part-time employees in the Region.

Your "Mail Box" is your employee number. I urge each of you to access the system as soon as possible and begin to utilize the functions described as required. The system will take you one step at a time by delivering instructions and options available. Upon accessing Info Mail for the first time it will be necessary for each of you to:

- Set a 5-8 digit Password
- Record you name
- Record a greeting (see example)

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Once you have completed the above, it is suggested that each of you send a message to your division manager to indicate you have successfully accessed the system.

One of the keys to this system is utilizing your greeting to advise callers of your status (working, vacation, out of town, etc.) This way the caller will know how quickly they can expect you to return their call. Some examples of greetings are attached for your use in the Info Mail Tips document. It is suggested that you access your Info Mail Box approximately 3 times each day to retrieve messages.

If you should have any problems that cannot be addressed by the Info Mail Help Line 1-800-852-8015 Ext. #6840., please contact your division management or the operations unit.

Sincerely,

Mark

Mark S. Hirsch

MH/amp
Attachments
cc DM's

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Your InfoMail Quick Reference Guide

InfoMail is your new "voice mail" system. InfoMail helps people stay in touch and eliminate the tedious "telephone tag" often experienced in business communications.

his Quick Reference Card is designed to provide ou with summary of the most frequently used atures of InfoMail.

nfoMail Help Line

you have a request or question, dial 010) 741-6840 to access the InfoMail Help Line. eave your name, number, and a brief message. our call will be returned as soon as possible.

When You First Call nfoMail

efore you can access any of InfoMail's features, ou must go through the On-Line Tutorial which quires you to:

Set a 5-8 digit Password

Record your Name and extension number

o begin the Tutorial, dial in to InfoMail at 800) 757-6245. Next, dial your default Password mployee Account #) and press [#] . When ompted, dial your mailbox ID number (Employee ccount #). You wil hear a welcome message and a ief orientation on how InfoMail works.

llowing are instructions for completing the On-Line utorial:

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The InfoMail On-Line Tutorial

- **Setting Your Password** - When the Tutorial prompts you to set your Password:
  1. Press [1] to change your Password.
  2. Dial your new Password (any 5-8 digits) and press [#].
  3. Do not use your mailbox ID number as your password. **They must not match!**
- **Recording Your Name** - When the Tutorial prompts you to record your name:
  1. Press [5].
  2. Record your Name and mailbox ID after the beep.
  3. Press [#] when you are finished recording.
- **Establishing Your Regular Greeting** - Refer to the InfoMail Main Menu, option 4, for information on recording your Regular Greeting.

Command Summary

Press/Dial	To...
1-800-757-6245 1-800-RJR-MAIL	Access InfoMail toll-free.
[*]	Back up one step in any procedure.
[*]	Exit any procedure (press 2-3 times).
[4]	To play back a message.
[5]	When leaving a message, to by-pass the greeting and access the tone. NOTE: Any recorded message must be at least 10 seconds in length to be accepted by Info/Mail.
[0] [0]	For help or detailed instructions.
1-910-741-6840	Access the Info/Mail Help Line.

The InfoMail Main Menu

- **When You Dial InfoMail** - You will access the InfoMail Main Menu. This Menu is actually a recording that explains the following 5 options:

Press	To...
[1]	**Review** - Options for reviewing messages (such as Reply, Erase, and Save).
[2]	**Send** - Options for addressing, recording, and delivering messages.
[3]	**Personal Profile** - Options for setting your password.
[4]	**Greetings** - Options for personalizing your greeting.
[5]	**Groups** - Options for creating/modifying a personal distribution list (InfoMail Group).

- **To access the InfoMail Main Menu:**
  - Dial InfoMail at **1-800-757-6245.**
  - Enter your Password and press [#].
  - Enter your InfoMail box ID and press [#].
  - Press the number of a Main Menu option ([1] - [5]).

The remainder of this Quick Reference Card contains summary instructions for using each Main Menu option.

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1 Review Messages

■ **Listening to Messages** - You can Review the messages in your voice mailbox by pressing [1] anytime the Main Menu is playing. Your messages will continue to play until you have heard and responded to each one.

Each message comes with an "Envelope." An Envelope can include the type of message (Urgent or Private), the sender's name, and the delivery time and date. InfoMail always plays the Envelope of a message before playing the message itself.

■ **Responding to Messages** - After you hear each message in your mailbox, InfoMail will ask you to select one or more responses from the Response Options Menu.

Press	To...
[1]	Reply directly to a message from another InfoMail user.
[2]	Erase the message.
[3]	Save the message for later review.
[4]	Repeat the message.
[5]	Copy the message to another mailbox.
[*]	At any time to stop reviewing messages and return to the Main Menu.

■ **Other Helpful Options** - These options are useful when playing back messages:

Press	To...
[7]	Back up 10 seconds in a message.
[7] [7]	Back up to the start of a message.
[8]	Pause for 20 seconds.
[8]	Resume if paused.
[9]	Jump ahead 10 seconds.
[9] [9]	Jump to the end of a message.
[#]	Skip to the next message.

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2 Send Messages

■ 1. Press [2] at the Main Menu to Send messages to other mailboxes.

2. Dial the mailbox ID Number and press [#].

3. Press [5] to Begin Recording. The message must be at least 10 seconds in length.

4. Press [#] to End Recording.

5. Press [7] [7] to hear your entire message.

6. When you are finished recording, specify a delivery option:

Press	To...
[#]	Deliver as a Regular message.
[1]	Deliver as a Private message.
[3]	Request Non-Receipt notification.
[4]	Deliver as an Urgent message.
[*]	Cancel/erase the message and start over.

7. Press [#] to Send.

3 Personal Profile

■ **Change Password**

1. Press [3] at the Main Menu to select Personal Profile.
2. At the Personal Profile Menu press [1] for Change Password.
3. Dial your new Password (any 5-8 digits) and press [#].
4. InfoMail wil speak the new Password.
5. Press [#] to Confirm it, or press [*] to Cancel it and enter another Password.

■ **Guest Mailboxes**
(maximum of 4 per mailbox ID)

1. Press [3] at the Main Menu to select Personal Profile.
2. At the Personal Profile Menu press [2] for Guest Mailboxes.
3. At the Guest Menu press [1] to Add a new Guest mailbox.
4. Dial a Password of 5-8 digits for your new Guest. Press [#] to accept it or [*] to cancel and re-enter.
5. Press [5] and Record Guest's name after the beep; press [#] to accept it, [5] to re-enter, or [*] to exit with no name recorded.
6. To Remove a Guest Mailbox, press [2] at Guest Menu.
7. Dial the mailbox number you wish to remove and press [#].
8. Press [#] to Confirm or [*] to Cancel.

4 Names & Greetings

■ **Recorded Name**

Your Recorded Name is part of what InfoMail users hear when they address an InfoMail message to you. To review and change your Recorded Name:

1. Press [4] at the Main Menu to select Record Name and Greeting.
2. Press [1] at the Greetings Menu to select Name. InfoMail will play your current Recorded Name.
3. Press [#] to Accept it and return to the Greetings Menu, or...
4. Press [5] to Begin Recording a new name. Include your mailbox ID number. Begin speaking after the beep.
5. Press [#] to End Recording.
6. Press [#] to Accept it, or [5] to Record it again.

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Recorded Greeting

Your Recorded Greeting is part of what customers hear when they call you and wish to leave a message.

Your **Regular** Greeting is what customers hear when they call you.

Your **Alternate** Greeting allows you to leave special instructions when you are unavailable. When these special instructions are no longer needed, you can reactivate your Regular Greeting.

To review and change your Recorded Greeting:

1. Press [4] at the Main Menu to select Record Name and Greeting.
2. Press [2] at the Greetings Menu to select Greeting. InfoMail will play your current Greeting.
3. To accept the current Greeting and return to the Greeting menu, press [#].
4. To alter the Greeting:

Press	To...
[1]	Activate and/or record your Regular Greeting.
[2]	Record an Alternate Greeting.

5. Press [5] to Begin Recording.
6. Press [#] to Accept it, or [*] to Cancel and begin again.

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[5] Groups

Groups are lists of other InfoMail subscribers that you may need to sent messages to on a regular basis. Once defined, you can send a message to all members of the group with a single keypress. Each mailbox holder has access to 8 lists; each list may have up to 24 recipients.

Creating A Group

1. Press [5] at the Main Menu to select Groups.
2. Press [1] at Groups Menu to select Create A New Group.
3. Dial a New Group number (1-8) and press [#].
4. InfoMail will take you to the Group Edit Menu.
5. Press [1] to add group members:
   - Dial the mailbox ID (address) to be added.
   - InfoMail will repeat the name or number.
   - Press [#] to add the number or press [*] to cancel.
   - Repeat these steps until all mailbox addresses have been added (up to 24).
   - Press [#] to add the number or press [*] to cancel.
   - Repeat these steps until all mailbox addresses have been added (up to 24).
   - Press [#] to End addressing.
6. Press [2] to Record a Group Title.
7. Press [5] to Begin recording.
8. Press [#] to End recording.

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VOICE MAIL - ST. LOUIS ROU #6910

DIV #	EMPLOYEE NAME	EMP #	TITLE
6900	Van Horn-Dern, C.	57920	RSM
6900	Voremberg, Lisa	78122	RSS
6910	Hirsch, Mark	65881	ROM
6910	Botzman Sharon	39483	System Coor
6910	Panther, Loretta	78330	Prom. Coor
6910	Shourd, Allen	78329	Mat. Coor
6924	Peterson, Anita	60749	P&A Coor
6922	James, Anthony	67840	DM
692201	Duehren, Nancl	59463	ASR
692202	Sept, John	35056	ASR
692203	Mrozewski, Mark	58061	ASR
692204	Lomax, Daisy	77544	SR
692205	Joseph, William	72936	ASR
692207	Meyers, Scott	77545	TR
692208	Hansen, Dwayne	42904	ASR
6924	Peterson, Ted	42473	DM
6924	Kuchem, John	69370	T&D Mgr
692401	Parks, Renee	65322	ASR
692402	Casada, JoAnne	59566	ASR
692403	Wahle, Jacque	78301	TR
692404	Stark, Larry	52569	ASR
692405	Gall, David	67883	ASR
692406	Carlson, Anne	78221	TR
692407	Haslag, Bob	57822	ASR
692408	Thornton, Vickie	78341	RR
692409	Brennan, Jim	36778	ASR
692410	Aukamp, Ed	77595	TR
692411	White, John	78300	TR
6926	Fraser, Jim	47481	DM
6926	Mullen, Mike	71593	T & D Mgr.
692601	Henson, Randy	73144	ASR
692602	Slomin, Gene	55446	ASR
692603	Whelan, Nancy	77345	TR
692604	Schwarz, Bob	47101	ASR
692605	Hunt, Don	69932	ASR
692606	Jurgensmeyer, Mike	47455	SASR
692607	Hockman, Sandra	72942	ASR
692608	Smith, Betty	55229	ASR
692609	Jelinek, Darwin	75350	ASR
692610	Arvidson, Keith	77441	SR
692611	Downs, John	60042	ASR
6930	Warden, Kevin	69865	DM
6930	King, Andrew	73099	ADM
693001	Thiem, Tom	38280	ASR
693002	Hahne, Dwayne	34953	ASR
693003	Twohig, Ed	42878	ASR
693004	Hartz, Gene	49110	ASR
693005	Thomsen, Bob	40230	ASR
693006	Boyd, Jim	41589	ASR
693007	Daharsh, Vicki	56284	ASR
693008	Meyers, Susan	78021	SR
693009	Walber, Clifford	77153	TR
693010	Green, John	46579	ASR
6932	Milder, Mike	60390	DM
6932	Pike, Jackie	76133	T&D Mgr.
693202	Gordon, Mike	71164	ASR
693203	Parre, Dan	77033	TR
693204	Fields, Pam	77030	TR
693205	Jost, Lance	75087	TR
693207	Schneider, Jan	73090	ASR
693208	Kleweno, Carol	77034	TR
693211	Johnston, Ed	48133	ASR
693212	Buckner, Kevin	76824	ASR
693213	Gilgour, Steve	73742	ASR
693215	Thompson, Jeff	72047	ASR
693216	Urrutia, Lorenzo	77481	SR
693218	Eubanks, Tori	76972	SR
693219	Gordon, Russ	72341	ASR
693220	Daugherty, Denise	830693	RR
693221	Johnson, John	48310	ASR
693222	Knowlton, Scott	73058	ASR
6936	Roberts, Glynn	44243	DM
6936	Powell, Larry	46188	SAM
693601	Riggins, Traci	73129	ASR
693602	Heape, Wayne	71185	ASR
693603	Rosewicz, Michael	77894	RR
693604	Standlee, Darrell	56047	ASR
693605	Gauthier, Vic	51416	ASR
693606	Strong, Rhonda	77336	ASR
693607	Beaver, Earlene	77300	SR
6940	Calderon, Ray	44605	SCAM
6940	Hicks, Derek	75335	SAM
6940	Tegethoff, Kerrie	75621	SAM
6942	Hayner, Ken	55614	CAM
6942	Fredrickson, Starla	822713	CAS
6946	Brendel, Dean	53208	SAM
6946	Maki, Eric	60145	CAM
6946	Meyers, Nel	814221	CAS
6950	Thoensen, Dave	73477	MSM

Revised 1/12/94

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INFOMAIL TIPS

ACCESS NUMBER:

Access number is the telephone number you dial to get into the system. The **access number is XXXX.**

PASSWORD:

Password is a 4-13 digit number that you're prompted for when you access the system. Initially, this is the same number as your mailbox.

MAILBOX ADDRESS:

Mailbox Address is your phone number. You will be prompted for this number when you are not at your desk.

SPOKEN NAME:

The *Spoken Name* is a separate function from your greeting. This feature is set up in the Personal Profile option of InfoMail through the telephone interface. When you record your name, the system will play that recording when you leave a message in another user's mailbox. This allows the user to **scan** [11] his/her messages by name and **review** [1] what his/she wants to listen to at that time.

REGULAR GREETING:

Your *Regular Greeting* [4] is the personal message your caller hears when you are unable to answer your phone. Keep your greeting brief, informative, and include the day's date.

SHORTCUT:

To move directly to the recorded name and greeting function, you can combine commands. At the main menu, keypress [4-2-1-5] and begin recording your new greeting after the tone.

FAST FORWARD

When listening to messages, you can *fast-forward* 10 seconds by pressing [9]. Press [99] to fast-forward to the end of the message. When calling another user, you can skip past the greeting by pressing [5] and begin recording your message after the beep.

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INFOMAIL TIPS CONTINUED

BACK UP: When listening to messages, you can *back up* 10 seconds by pressing [7]. Press [77] to back up to the beginning of the message.

PAUSING: When listening to a message or recording a message, you can press [8] to *pause* for 20 seconds.

PAGERS: N/A If you had paging on the previous system (it is transferred to the new system) or if you are getting it for the first time with the new system, you must go into Personal Profile [3] to turn it on. Press [5] to select Paging Notification, and press [1] to activate it. Then press [3] for type of messages for which you wished to be paged. Then press [1] to be paged for all new messages or press [2] to be paged for urgent messages only. Finish by pressing [#] to activate these settings.

TRANSFER EXTENSION N/A If you have the *transfer* to another extension feature set up on your system, then in your greeting be sure to tell your callers to press [03] to reach the attendant.

SKIP ENVELOPE INFO: When you're listening to messages, you can press [9] to get past the envelope information (name/date/time) and get right to the message. You can also skip to the next message and bypass the entire message by pressing [#].

SKIP VOICE PROMPTS: You do not have to wait for the voice prompt to complete. Just key over them to quickly advance through the system, or combine a series of prompts to jump ahead to the feature you plan to use.

RECORDING MESSAGES: You must make your message at least three seconds long for the system to recognize it and deposit it in a mailbox. The [#] sign is not required for the message to be sent. However, when the person sending the message does press the [#], the system will respond with more options.

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INFOMAIL GUIDELINES

PERSONAL GREETINGS

Personal greetings should be changed as required to reflect your availability. They should be professional and informative. They should encourage the caller to leave an informative message. Personal greetings should explain to callers how to re-route their call.

ELEMENTS OF A PERSONAL GREETING

When recording your personal greeting, use your natural voice. Include your name, extension number, and department/title, if applicable. Let the caller know your schedule for the day. Encourage them to leave a detailed message of the reason for the call. Always include in the greeting a number that will allow them to reach a "real" person.

EXAMPLE I:

" Hi, this is Bob Jones at extension 1234. Today is Wednesday, November 15, and I will be in meetings most of the day, but if you will leave your name, number, and a detailed message concerning your call, I will get back to you during my next break. If you need immediate assistance please call 123-6565 and my co-worker, Jane Gibbons, will assist you.

EXAMPLE II:

"Hello, this is Mary Smith in accounting. It is Monday, July 8, and I am in the office today, but am either on the phone or have stepped away from my desk. If you would leave a detailed message including your name, number and reason for calling, I will get back to you shortly. If you need immediate assistance, press 03 to be transferred to my secretary.

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INFOMAIL GUIDELINES CONTINUED

PASSWORD

Passwords should be easy for the user to remember, but difficult for a hacker to break. They should be changed periodically. A good rule of thumb is to make them at least six digits. Don't use 123456. Use 777464, which translates to spring.

LEAVING MESSAGES

When you leave a message include your name, department, number, the reason for your call, the urgency of it, when you can receive a return call, any specific questions that need to be answered, and specific actions that need to be taken.

EXAMPLE I:

"Hi Jan, this is Mary from Manufacturing. The meeting scheduled for 10:00 this morning has been pushed backed to 11:00. The meeting will be held in the North conference room. Please bring the slides that your were working on. If you need to reach me, you can call me at 8765. I'll be at my desk until the meeting.

EXAMPLE II:

Hello George, this is Barbara in Sales. I am working on a contract with Telltones, Inc. at this time. One of their issues is concerning the difference in cost between the purchase of 50 fleet cars or 25 cars. If you could get back to me before noon I would really appreciate it as I promised them an answer by 3:00 this afternoon. I can be reached at 8789 all morning. Thanks, George.

51853 5716

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

VOICE MAIL ETIQUETTE

Voice Mail is a tool, if used effectively, can help to make the interaction between your and your customer more productive and efficient. However, to accomplish this, there are certain guidelines to follow:

* Keep your greeting current

* Answer your calls promptly

* Let your callers know when you'll be able to return their call, and then do return it

* Have a number in your greeting that lets the caller reach a "live" person and/or have a revert extension that transfers to an operator/attendant who will always answer the phone during regular business hours

* If you will be unable to take your calls for an extended period of time, iet your callers know this and give them a name and number of a fellow employee to help them

* Take responsibility for your calls

* Do not use Voice Mail as a screening device

* Check for messages frequently

* Take responsibility for becoming comfortable with using Voice Mail

* As a caller, leave concise, informative messages which include your name, phone number where you can be reached, and a brief message of why you are calling

* If you need to transfer a caller, stay with him/her until the called party answers. If the calling party reaches Voice Mail, be sure to ask if they want to leave a message. If they do not, transfer them to an attendant

51853 5717

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

9

51853 5718

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

ROU
311 Consort
Manchester Mo.
63011

RJR Cost Share January 17, 1994

The Following Information Is Provided To :

* Ensure Consistant Implementation Throughout The Region
* Allow You To Make Preliminary Presentations To Your Retail Accounts
* Provide You With The Procedures Required When Entering Into A Cost Share Agreement.

When A Retailer Agrees To Cost Share You Should Discuss Each Situation With Division Management And Materials Coordinator Allen Shourd For Specific Cost And Ordering Procedures

Cost Of Wood & Metal Carton Fixturing Along With Security Components Are Provided For Your Reference. These Costs Are Approximated And Exact Costs Of All Items Should Be Secured For Each Situation As They Arise.

ROU 6910

Sinerly
Mark Hirsch

51853 5719

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

FIXTURE EXPENDITURES

Confidential - For RJR Eyes Only!

WOOD MODULE

	L	M	H
2 1/2'	$317.00	$351.00	$380.00
1 Carton Access	$453.00	$497.00	$537.00
Solid Door	$437.00	$476.00	$517.00
3'	$345.00	$382.00	$419.00
1 Carton Access	$493.00	$541.00	$590.00
Solid Doors	$474.00	$519.00	$554.00
4'	$382.00	$422.00	$577.00
1 Carton	$545.00	$595.00	$775.00
Solid Doors	$591.00	$633.00	$806.00

METAL FLEX

(Add appropriate decor cost)

2 1/2'	$390.00	$395.00	$459.00
1 Carton Access	$524.00	$539.00	$615.00
Solid Doors	$508.00	$650.00	$598.00
3'	$419.00	$417.00	$481.00
1 Carton Access	$564.00	$573.00	$652.00
Solid Doors	$547.00	$552.00	$619.00
4'	$437.00	$445.00	$520.00
1 Carton Access	$598.00	$628.00	$719.00
Solid Doors	$643.00	$664.00	$751.00

**L/P Decor Add $115.00
**M/P Decord Add $118.00
**H/P Decor Add $136.00

** 30% is already added to cost above.

51853 5720

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

Fixture Expenditures

Confidential- For RJR Eyes Only !

Wood Module

		L	M	H
2.5'	1-Ctn.Access Sec. Door	$136.00	$146.00	$157.00
3'	1-Ctn Access Sec. Door	$148.00	$159.00	$171.00
4'	1-Ctn Access Sec. Door	$163.00	$173.00	$198.00
2.5'	Solid Security Door	$120.00	$125.00	$137.00
3'	Solid Security Door	$129.00	$137.00	$135.00
4'	Solid Security Door	$209.00	$211.00	$229.00

Metal Flex

		L	M	H
2.5'	1-Ctn Access Sec. Door	$134.00	$144.00	$157.00
3'	1-Ctn Access Sec. Door	$145.00	$156.00	$171.00
4'	1-Ctn Access Sec. Door	$161.00	$183.00	$199.00
2.5'	Solid Security Door	$118.00	$255.00	$139.00
3'	Solid Security Door	$128.00	$135.00	$171.00
4'	Solid Security Door	$206.00	$219.00	$231.00

** 30% Is Already Added To Cost Above.

51853 5721

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

COST SHARE STRATEGY

One of RJR's key merchandising strategies for 1994 is to continue cost sharing for various merchandisers and components with retailers. This strategy is extremely important and must be applied consistently throughout the country. Prior to providing detailed information about Cost Share, there are some key facts you should know:

- Cost Share is implemented when RJR is not the sole benefactor. Remember: If a retailer or competitor benefits from a fixture change, then Cost Share is appropriate.

- Majority of Cost Share activity occurs in carton outlets and involves carton merchandisers and pack merchandisers.

- RJR is cost sharing with the retailer only, not other competitive companies. Most retailers elect to pass their costs to other competitive companies, however, payment for merchandisers must come from the retailer.

- Three Cost Share situations typically exist:
  - Non-standard items
  - Retailer benefit situations
  - Competitive situations

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Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

COST SHARE STRATEGY
NON-STANDARD ITEMS

Retailers will be provided with base fixtures in 1994 and charged for additional enhancements to these fixtures:

Base Fixtures	Enhancements*
Carton Merchandiser/ Canopy (Enhanced or Standard Canopy)	– 1-carton access doors – Solid doors – Electronic Security – Beeper Security – Solid door locking system – Special color/decor (other than RJR's enhanced decor) – Night Lock-up – Rolladen Doors – Casters – Specials
Pack Merchandiser	– Security enhancements

In all cases, the enhancements mentioned above do not solely benefit RJR.

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*NOTE: Enhancement list is not all inclusive. Other items may exist that require cost share.

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

COST SHARE STRATEGY
RETAILER BENEFIT SITUATIONS

Retailers often make requests to change existing merchandisers. Examples of retailer requests are:

- New configuration (end cap to lobby)
  - Normally when changing location of merchandisers
- Change profile (add/remove shelving)
  - Usually requested to provide competition more space
- Change existing enhancements
  - 1-carton access to solid doors
  - Add Electronic Security/Solid Door System

Since most retailer requests seldom benefit only RJR, Cost Share applies.

51853 5724

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

COST SHARE STRATEGY
COMPETITIVE SITUATIONS

Situations may arise where competition demands vertical load on RJR Pack and/or Carton merchandiser. If you elect to allow this to occur, RJR should be compensated since up to 50% of the advertising and prime space has been relinquished. In these instances, no less than 50% of the cost of the merchandiser should be recouped. You should also consider reducing your contractual payments to compensate for the reduction of presence on the merchandiser.

51853 5725

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

COST SHARE PROCEDURE

Previous pages have outlined what and when to Cost Share. However, the amount to charge varies by merchandiser/ component type, competitive situations, etc. Listed below are <u>minimum</u> amounts to charge by situation and merchandiser.

		% Charge (Minimum)
Non-Standard Items (New Placements)	1-carton access doors	100%
	Solid doors	100%
	Electronic Security	100%
	Beeper Security	100%
	Solid Door Locking System	100%
	Special Color/Decor	100%
	Night Lock-up	100%
	Rolladen Doors	100%
	Casters	100%
Retailer Benefit Situations (existing merchandisers)	New configurations Change profile Change existing enhancements	100%
*Competitive Situations (new and existing merchandisers)	Vertical Load	50%

*PLEASE NOTE: You may elect to charge retailer consistent with RJR share of space. i.e., RJR occupies 33% of merchandiser. Retailer is charged for the balance – 66%.

51853 5726

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

COST SHARE IMPLEMENTATION

Once you have agreed on the items to be charged to the retailer, follow the steps listed below to implement this program:

- Use SMS to determine raw cost of items
  - If ordered by diagram number, the cost will be shown in the ordering procedure
  - Use SMS function 210 to determine cost of single items
- Use total raw cost and add freight and maintenance charges (30% additional charge):

$100.00	+	$30.00	=	$130.00
Cost of item		Freight/Maintaenance (30%)		

- Complete cost share agreement (next page)
- Receive payment from account, or enter cost share plan in SIS to deduct payments.

Type	Plan	Rate	Beginning	Ending
Cost Share	A	-$130	1 /1/94	1/1/94

Please note: You must enter a negative rate (-$130), plus a beginning and ending date. Example above will deduct $130 for 1 month only.

Total amount owed RJR should be repaid within 12 months of installation.

51853 5727

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

RJR Responsible
Manager Letterhead

To:

R.J. Reynolds Tobacco Company will furnish _____(chain name)_____ the following merchandising fixtures/components:

ITEM	QUANTITY		COST		TOTAL
_____	_____	X	_____	=	_____
_____	_____	X	_____	=	_____
_____	_____	X	_____	=	_____
_____	_____	X	_____	=	_____
_____	_____	X	_____	=	_____
			TOTAL		_____

In return, _____(chain name)_____ agrees to reimburse R.J. Reynolds Tobacco Company for the cost of these items, as defined below:

- Entire amount paid by check, within 30 days of installation. _____ amount owed.

or

- Prorated amount deducted monthly, from Merchandising Contract money earned, within 12 months of installation.

_____ (amount owed) + _____ (months) = _____ (amount deducted) ÷ _____ (# of stores) = _____ (deduction per month, per store)

- _____ deducted for _____ months, per store.

Ownership of listed items will be as follows:

- Upon delivery retailer obtains ownership of listed items. These items will be maintained by RJR during useful life. Useful life will be determined in the sole judgement of RJR.

_____
Retailer Signature

_____
RJR Representative

_____
Date

_____
Date

SALES TAX EXEMPTION CERTIFICATE

I HEREBY CERTIFY: _____ is engaged in business as a registered retailer and is authorized to purchase tangible personal property without the payment of sales tax for the purpose of resale. The above described merchandising fixtures/components are purchased for the sole purpose of resale. However, in the event any of the described property is used or consumed in such a manner as to render it taxable to me, it is understood that I am required by the sales and use tax laws of my state to report and pay the tax.

DATE: _____

RETAIL SELLERS PERMIT NUMBER: _____ STATE OF: _____

AUTHORIZED SIGNATURE: _____

TITLE: _____

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3/19/93
3493.rbg

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

COST SHARE STRATEGY MISCELLANEOUS

In some cases, RJR may have the opportunity to Cost Share on Retailer or Competitive merchandisers. This can only be done with RM/AVP approval. Special care must be taken to ensure RJR fixture standards are not compromised and that RJR's cost on the fixtures are not higher than on our own comparable fixture. Should this opportunity arise, please consult your RM and merchandising contact for details.

51853 5729

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

Q & A FIXTURE GUIDELINES

Q **Should we strive to Vertical Load all package fixtures to save contractual dollars?**

A No. Some package fixtures, i.e., UPM's and ECD's are not large enough to effectively Vertical Load. Co-existence of fixturing should always be first priority. Vertical Load on one fixture of sufficient size should be considered when only one package fixture is allowed and contractual monies can be saved by doing so.

Q **Should we strive to Vertical Load all carton merchandisers?**

A No. Vertical Load is an acceptable strategy to reduce fixture cost and contract expenditures. However, PM's Masters Program requirements allow PM to remain on lower shelves. Therefore, Vertical Load should be implemented to protect RJR's presence or reduce expenditures.

Q **Should I discontinue lighting all counter and floor displays to save money?**

A No. Lighting Counter displays increase brand impact and help cut through the convenience store clutter. It is an advantage vs. PM displays. Although non-lighted displays can save money in lesser priority calls, you should continue to strive for this impactful message in high volume, top priority convenience chains. There will be no illuminated pack displays (UPM's, etc.) for supermarkets in 1994.

51853 5730

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

Q & A FIXTURE GUIDELINES continued

Q Should I discontinue the placement of all overheads and piace Y-signs instead?

A Overheads continue to be a very effective advertising piece within the convenience store environment. A properly placed Y-sign can add impact to a store and save merchandising budget dollars; however, in key targeted convenience store chains where it can be maintained, the overhead remains the most impactful advertising vehicle.

Q When should I require a chain to cost share on fixturing?

A Review cost share guidelines. However, a good rule of thumb is, when a chain requests fixture expenditures which do not directly benefit R.J. Reynolds Tobacco, a cost share situation exists.

Q Does the "base fixture only" policy on fixturing apply to stores currently under contract where complete fixturing has been provided?

A Yes. Only base level fixturing will be supplied in 1994. Retailer cost share would apply to any enhancements. It is important that all retailers participating in RJR Merchandising Contracts be advised of the new RJR Fixture Guidelines effective 1/1/94.

51853 5731

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

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[redacted]

R.J. Reynolds
Tobacco Company

51853 5733

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

Steps For Fixture Ordering

1. Sales Rep. Generates Work Order { Order Fixtures To Store Whenever Possible }

2. Sales Rep Mails Work Order With Plan-o-grams, { By Company Or By Brand }

3. Materials Coordinator Reviews Accuracy.

4. Materials Coordinator Determines If Ordering Is Needed, Or Backroom Inventory Can Be Used.

5. Materials Coordinator Orders Fixture.

6. Materials Coordinator Makes Copy Of Work Order , Then Sends A Copy Of Work Order To The External Manager & Sales Rep. Coordinating Installation

7.Materials Coordinator Logs Order

8. Work Order Is Filed Until Shipping Ticket Is Received.

{ Internal } Divisions

1.A Copy Of The Shipping Ticket Is Mailed To Sales Rep.

2. Work Order Is Scheduled When Fixtures Arrives

3. Sales Rep. Is Notified Of Installation, And Of Any Assistance Required

{ External } Divisions

1. Upon Receiving Shipping Ticket Via SIS, Scheduling Manager Advises Materials Coordinator/ Sales Representative Date Of Installation.

2. Materials Coordinator Logs Information.

3.Scheduling Manager Advises Materials Coordinator & Sales Representative Of Work Order

4. Materials Coordinator Logs Information.

5. Completed Work Order Is Filed.

51853 5734

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

Metal Flex Diagram Order Form

What Type Of Order Entry : M Metal Flex { For Order Entry Use Only }

Enter Reference Diagram # ___ ___ ___ ___ Quanity ___ ___
{ Availible Diagram Reference Numbers in Appendix }

Profile : { Choose One } ___ L { 60" } ___ M { 70-1/2" } ___ H { 81" }

Depth : ___ Single { S } ___ Double { D } { Availible For 3 Sided Configurations Only
Double Depth Includes Shelves }

Decor : ___ Almond { A} Only Standard Almond Availible }

Options

Security Doors : { If Required . Choose Only One. If Not Required. Leave Blank }
___ Y/N 1-CTN Access Almond Door { S } { Availible Only On All Carton Shelf Configurations }
___ Y/N Solid Door { S } - Almond { Solid Doors Not Availible In Ultra Low Profile }

Canopy : { If Required, Choose One If Not Required, Leave Blank }
___ Y/N New Standard Canopy Without Lights
___ Y/N New Standard Canopy With Lights
___ Y/N Enhanced Canopy Without Lights
___ Y/N Enhanced Canopy With Lights

{ Enter Quanity Required For Total Diagrams Ordered Or Indicate Yes { Y } If -
Needed : Yes Represents Requirments Per Diagram Order }

Description	SKU Pack	
___ QTY Carton Row Divider	Kit Of 12	
___ QTY Vert. Shelf Divider Kit	1-7H, 6-5H	
___ QTY Sd Shelf Spitter	5/BX	
___ Y/N Security Door Pricer Kit	2/BX	
___ Y/N Led Clock	1/BX	{ Used With Enh Cpy Only }
___ Y/N Tri Vision Sign { Requires OM Approval }	1/BX	{ Used With Enh Cpy Only }
___ Y/N Flex Lighted Sign	2/BX	
___ Vek Brackets For Lighted Side Signs	Kit Of 2	{ Used With HP Only }
___ QTY Flex Anchor	Kit Of 2	
___ Y/N Casters		{ For 3-Sided Conf. Only }

For Office Use Only : Entered In SMS By _____ Date __/__/__ SMS Order # _____

51853 5735

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

PRINT NEATLY

WORK ORDER REQUEST FORM

STORE VOLUME _____
PK/CTN RATIO _____
SHARE OF SAVINGS _____

TERR. #

DATE

PRIORITY

S/R INT.

ACCOUNT #

RJR REP. NAME

E NAME

T ADDRESS

CITY/TOWN

CONTACT NAME

PHONE NUMBER

DESCRIPTION OF WORK ORDER

SPECIAL REQUEST DAY
[CIRCLE DAY(S)]

M	TU	WED	TH	FR

SPECIAL REQUEST TIME

USE THIS SPACE TO DRAW DIAGRAM OR FLOOR PLAN

51853 5736

SPECIAL INSTRUCTIONS

SHIP RACKS TO STORE?

YES	NO

PLAN-O-GRAM ATTACHED?

YES	NO

DATE COMPLETED

COMPLETED BY:

FIXTURE DEPT. USE

SPECIAL MATERIALS NEEDED	DIRECTIONS	SPECIAL NOTES

RJRT FORM 686 - MAP WIN SALES 7/27/83

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

Wood Module Diagram Order Form

What Type Of Order Entry : W Wood Module { For Order Entry Use Only }

Enter Reference Diagram # ___ ___ ___ ___ Quanity ___ ___
(Refer To Diagram Reference Numbers In Appendix)

Profile : (Choose One) ___ UL { 51" } ___ L { 60-5/16 } ___ M {70-13/16 } ___ H { 81-5/16 }

Shelf Configuration : (Choose One)
___ All Carton { C } ___ All Pack { P } ___ Pack/Carton {PC } ___ Pack/Promo { PP }
{ Refer To Spec. Chart In Appendix }

Assembled Or Knockdown : (Choose One)
___ Assembled Frame { A } ___ KD Frame { KD } (Available For Mid And High Profile Only)

Options

Security Doors : (If Required Choose Only : If Not Required, Leave Blank)
___ Y/N 1-CTN Access Almond Door { S } (Availible Only On All Carton Shelf Configurations)
___ Y/N Solid Door { S }-Almond (Solid Doors Not Availible In Ultra Low Profile)

Canopy : (If Required, Choose Only One If Not Required, Leave Blank)
___ Y/N New Standard Canopy Without Lights
___ Y/N New Standard Canopy With Lights
___ Y/N Enhanced Canopy Without Lights
___ Y/N Enhanced Canopy With Lights

Signage/Promotional : (Enter Quanity Required For Total Diagrams Ordered Or Indicate Yes [Y] IF Needed : Yes Represents Requirements Per Diagram Ordered)

Description	SKU Pack	
___ Y/N SD Shelf Splitter	5/Box	Only For All CTN And All Pack/CTN
___ Y/N Door Pricer	2/Box	
___ Y/N Led Clock	1/Box	Used With Enh Cpy Only
___ Y/N Try-Vision Sign (Requirs DM Approval)	1/Box	Used With Enh Cpy Only
___ Y/N Rev. Side Sign Pricer	2/Kit	
___ Y/N Side Sign Pricer Add On	2/Kit	
___ Y/N Side Sign Holder F/Wood	2/Kit	
___ QTY SM Doral Pkg Display { Wire }	1/Box	
___ QTY LG Doral Pkg Display {Wire }	1/Box	
___ QTY SM Doral Saving Center Sign	1/Box	
___ QTY LG Doral Saving Center Sign	1/Box	
___ Y/N Almond Bumper	2/Set	

For Office Use Only : Entered In SMS By _____ Date __/__/__ SMS Order#___ ___ ___ - ___ ___ ___ ___

51853 5737

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

PRINT NEATLY

WORK ORDER REQUEST FORM

STORE VOLUME
PK/CTN RATIO
SHARE OF SAVINGS

TERR. #	DATE	PRIORITY	S/R INT.

SIS ACCOUNT #

RJR REP. NAME

STORE NAME

STREET ADDRESS

CITY/TOWN

CONTACT NAME

PHONE NUMBER

DESCRIPTION OF WORK ORDER

SPECIAL REQUEST DAY
[CIRCLE DAY(S)]

M	TU	WED	TH	FR

SPECIAL REQUEST TIME

USE THIS SPACE TO DRAW DIAGRAM OR FLOOR PLAN

SPECIAL INSTRUCTIONS

SHIP RACKS TO STORE?		PLAN-O-GRAM ATTACHED?		DATE COMPLETED	COMPLETED BY:
YES	NO	YES	NO		

FIXTURE DEPT. USE

SPECIAL MATERIALS NEEDED	DIRECTIONS	SPECIAL NOTES

51853 5738

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

Package Merchandiser Order Form

What Type Of Order Entry: PM Package Merchandiser

Mini Overhead ____ 4 ____ 6
{ Available Upon Depletion }

OPM IIII ____ 4 ____6 ____8 {Does Not Include Legs}

Standard Package ____ 5 Column { Standard } ____ 7 Column { Standard }

____ 9 Column { Standard } ____ 11 Column { Standard }

____ 7 Column { L/P } ____ 11 Column { L/P }

____ Universal Slide By Track Kit

Options

{ Enter Quantity Required For Total Diagrams Ordered Or Yes { Y } If Needed
Yes Represents Requirements Per Diagram Ordered }

Desciption
____ Y/N Crank Leg Assembly {For Lift and Lowering}
____ Y/N Static Mount Leg {Stationary }
____ Y/N Counter Clamp Kit {For Counter Mounting }
____ Y/N OPM 3R Main Decor {Works W/OPM IIII Main Structure }
____ Y/N OPM 3R Module Decor { Works W/OPM IIII Module Structure
____ Y/N Counter Leg Ext. Kit {For 31 To 37" Counter }

For Office Use Only : Entered In SMS By_____Date__/__/__ SMS Order#_____

51853 5739

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

PRINT NEATLY

WORK ORDER REQUEST FORM

PK/CIN RATIO _____

SHARE OF SAVINGS _____

TERR. # | DATE | PRIORITY | S/R INT.

SIS ACCOUNT # | RJR REP. NAME

STORE NAME

STREET ADDRESS

CITY/TOWN

CONTACT NAME | PHONE NUMBER

DESCRIPTION OF WORK ORDER

SPECIAL REQUEST DAY
(CIRCLE DAY(S))

M	TU	WED	TH	FR

SPECIAL REQUEST TIME

USE THIS SPACE TO DRAW DIAGRAM OR FLOOR PLAN

SPECIAL INSTRUCTIONS

SHIP RACKS TO STORE?		PLAN-O-GRAM ATTACHED?		DATE COMPLETED	COMPLETED BY:
YES	NO	YES	NO		

FIXTURE DEPT. USE

SPECIAL MATERIALS NEEDED	DIRECTIONS	SPECIAL NOTES

51853-5740

RJRT FORM 6480 - MAP WIN SALES 7/87

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

Canopy Order Form

What Type Of Order Entry : C Canopy Only (For Order Entry Use Only)

Enter Reference Diagram # ___ ___ ___ ___ Quanity ___ ___
(Availible Diagram Reference Numbers In Appendix)

Module Reference :(Choose One)

___ Wood (W) ___ Metal (M)

Canopy : (Choose One)

___ New Standard Canopy Without Lights (SUL)
___ New Standard Canopy With Lights (SL)
___ Enhanced Canopy Without Lights (EUL)
___ Enhanced Canopy With Lights (EL)

For Office Use Only entered In SMS By _____ *Date*___/___/___ *SMS Order #* ___ ___ ___ ___ ___-___ ___ ___ ___ ___

51853 5741

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

PRINT NEATLY

WORK ORDER REQUEST FORM

STORE VOLUME _____
PK/CTN RATIO _____
SHARE OF SAVINGS _____

TERR. # | DATE | PRIORITY | S/R INT.

SIS ACCOUNT # | RJR REP. NAME

STORE NAME

STREET ADDRESS

CITY/TOWN

CONTACT NAME | PHONE NUMBER

DESCRIPTION OF WORK ORDER

SPECIAL REQUEST DAY
[CIRCLE DAY(S)]

M	TU	WED	TH	FR

SPECIAL REQUEST TIME

USE THIS SPACE TO DRAW DIAGRAM OR FLOOR PLAN

SPECIAL INSTRUCTIONS

SHIP RACKS TO STORE? YES NO

PLAN-O-GRAM ATTACHED? YES NO

DATE COMPLETED | COMPLETED BY:

FIXTURE DEPT. USE

SPECIAL MATERIALS NEEDED	DIRECTIONS	SPECIAL NOTES

51853 5742

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

Preferred Presence Display Program
Diagrams-PCD/Floor Stand/Wrap

What Type Of Order Entry : S3 Systems III { For Order Use Only }

Enter Reference Diagram # ___ ___ ___ ___ Quanity ___ ___
{ Availible Diagram Reference Numbers In Appendix }

Note : { Choose One { U } Unlighted Signage Option Or For Lighted Display Use Either A Small Light Box, Adj. Enhanced Lighted Top Sign, Or Wrap Light { Wrap Light Used For Wrap Display Only }

{ U } Unlighted Signage Options { Choose One }

___ PCD Sign Holder { SH }
___ Enhanced Sign Holder { ESH }

OR

Lighted Signage Options { Choose One }

___ Small Light Box { SL }
___ Adj. Enh. Lighted Top Sign { EL }
___ Wrap Light { wl }

Options

Pref. Pres/Systems III Options: ___ Yes ___ No { Choose One } If Yes, Options Availible Are :

Note : Enter Quanity Requirements For Total Numbers Of Diagrams Ordered.

Enter Quanity	SKU	Quanity	SKU
___ Small Channel Strip Holder	1 Ea	___ Pricer For 32x37 Sign	1/KT
___ Large Channel Strip Holder	1 Ea	___ " Y ' Sign	1/BX
___ Pricer f/24" Channel Holder	1 Kt	___ Pricer For " Y "Sign	1/KT
___ 15x49 Sign	1 Bx	___ Half " Y " Sign	1/BX
___ 15x49 Pricer Kit	1 Kt	___ Half " Y " Sign Pricer	1/KT
___ 32x37 Sign	1 Bx	___ Half " Y " Add On Module	1/BX

Applicable Only When 80-Pack Promo Tray Is Included In Diagram

For Office Use Only : Entered In SMS By _____ Date__/__/__SMS Order #___ ___ ___ ___-___ ___ ___ ___

51853 5743

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

PRINT NEATLY

WORK ORDER REQUEST FORM

STORE VOLUME _____
PK/CTN RATIO _____
SHARE OF SAVINGS _____

TERR. # | DATE | PRIORITY | S/R INT.

SIS ACCOUNT # | RJR REP. NAME

STORE NAME

STREET ADDRESS

CITY/TOWN

CONTACT NAME | PHONE NUMBER

DESCRIPTION OF WORK ORDER

SPECIAL REQUEST DAY
[CIRCLE DAY(S)]

M	TU	WED	TH	FR

SPECIAL REQUEST TIME

USE THIS SPACE TO DRAW DIAGRAM OR FLOOR PLAN

SPECIAL INSTRUCTIONS

SHIP RACKS TO STORE? YES NO

PLAN-O-GRAM ATTACHED? YES NO

DATE COMPLETED

COMPLETED BY:

FIXTURE DEPT. USE

SPECIAL MATERIALS NEEDED	DIRECTIONS	SPECIAL NOTES

51853 5744

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

Metal Retrofit Diagram Order Form

What Type Of Order Entry : MR Metal Retrofit { For Order Use Only }

Enter Reference Diagram # ___ ___ ___ ___ Quanity ___ ___
{ Availible Diagram Reference Numbers in Appendix }

Profile : ___ L ___ M ___ H { Choose One }

Depth : ___ Single { S } ___ Double { D }

Decor : ___ Non Security { NS } ___ Security { S } { Choose One }

Options

{ Enter Quanity Required For Total Diagrams Ordered Or Indicate Yes (Y) If-Needed : Yes Represents Requirments Per Diagram Order }

Description	SKU Pack
___ Y/N Canopy	
___ Y/N One Carton Access Doors	
___ QTY STD CPY 19" Pos Cover	{ 1/BX }
___ QTY STD CPY 28" Pos Cover	{ 1/BX }
___ QTY STY CPY Non Illuminated Pricer	{ 1/BX }

For Office Use Only : Entred In SMS By _____ Date___/___/___ SMS Order #___ ___ ___ ___-___ ___ ___ ___

51853 5745

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

PRINT NEATLY

WORK ORDER REQUEST FORM

STORE VOLUME _____
PK/CTN RATIO _____
SHARE OF SAVINGS _____

TERR. #

DATE

PRIORITY

S/R INT.

SIS ACCOUNT #

RJR REP. NAME

STORE NAME

STREET ADDRESS

CITY/TOWN

CONTACT NAME

PHONE NUMBER

DESCRIPTION OF WORK ORDER

SPECIAL REQUEST DAY
[CIRCLE DAY(S)]

M	TU	WED	TH	FR

SPECIAL REQUEST TIME

USE THIS SPACE TO DRAW DIAGRAM OR FLOOR PLAN

SPECIAL INSTRUCTIONS

SHIP RACKS TO STORE?		PLAN-O-GRAM ATTACHED?		DATE COMPLETED	COMPLETED BY:
YES	NO	YES	NO		

FIXTURE DEPT. USE

SPECIAL MATERIALS NEEDED	DIRECTIONS	SPECIAL NOTES

51853 5746

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

DIVISION_____ Name:_____

EMPLOYEE #_____ Date:_____

Supply Request

Coupons\VPR

Item	Brand	Quantity Needed
Full Price		
$5.00		
$4.50		
$4.00		
$3.50		
$3.00		
$2.50		
$0.50		
$0.45		
$0.40		
$0.35		
$0.30		
$0.25		
$0.20		
Savings		
$5.00		
$4.50		
.00		
.50		
.00		
$2.50		
$0.50		
$0.45		
$0.40		
$0.35		
$0.30		
$0.25		
$0.20		

Promotional Supplies

Item	Comm#	Quantity Needed
Temporary Displays		
STD Premium	275750	
SM Premium	357733	
Fl. Dump Lg.	171239	
FL. Dump Sm.	158149	
Lg. Dump Double	185308	
Lg. Dump Single	185297	
Sm. Dump Single	185286	
Gen.90Ctn. Disp	373142	
Dem. 4 Disp.	219716	
PCD Comp\Gold Wire		
120 Pack	137901	
Adj Ctr. Stand	165985	
Sm. Top Sign	141804	
40 Pk. Add-On	165977	
30 Pk. Add-On	239830	
CCD Componets\Plastic		
15 Pk. Tray	193679	
Upright Kit	188136	
Bases	177352	
Sign Holder	188144	
Sm. Top Sign	182107	
Lg. Top Sign	179214	
Stablilizer Kit	191809	
Corner Tray	177360	
P/P Components		
PCD Kit	193668	
Floor Stand	136468	
40 Pk. Tray	119994	
80 Pk. Tray	179335	
24 " Lt. Box	119983	
Adj. Enh. Lt. Sign	192238	
24" Top Sign	179203	
Rev. Leg Assem	136523	
Legs\Connector	123162	
Mag. Rack	136512	
Forsyth Floor Dis.		
Mod. Flr. Display	402558	

Workplan POS

Refer To Current Mat. List

Item	Brand	Comm#	Quantity Needed
Pos			
24" Card			
24" Trans			
Channel Strip			
Display Strip			
Sm. CCD Card			
Lg. CCD Card			
19" CPY Card			
19" Trans			
28" CPY Card			
28" CPY Card			
NSS Enh. Trans			
Horiz DB. Faced Trans			
Side Signs			
OVHD Trans			
Lg. Paster			
SM. Dor Sn.			
LG. Dor SN.			
Static Cling			
Shelf Strip			
Starburst			
Decals			
Bus Hr Fr. Sign			
Push Pull			
In-Out			
Lottery Decal			
PDI Order Based Upon Div. Allocation			
Change Mats			
Ashtray			
Neon			
Bat Clock			
Grd Mt			
Pole Mount			
Curb Mount			
Banner			
Lane Clsd			
Shp Basket			
Win./Wall P.{V}			
Win./Wall P.{H}			
Sm./Win .P.{V}			
Metal Sign			
Grd Mt Sleeve			

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Entered In SMS By_____Date__/__/__SMS Order#_____

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

WORK ORDER REQUEST FORM

PK/CTN RATIO _____
SHARE OF SAVINGS _____

TERR. # | DATE | PRIORITY | S/R INT.

SIS ACCOUNT # | RJR REP. NAME

STORE NAME

STREET ADDRESS

CITY/TOWN

CONTACT NAME | PHONE NUMBER

DESCRIPTION OF WORK ORDER

SPECIAL REQUEST DAY
(CIRCLE DAY(S))

M	TU	WED	TH	FR

SPECIAL REQUEST TIME

USE THIS SPACE TO DRAW DIAGRAM OR FLOOR PLAN

SPECIAL INSTRUCTIONS

SHIP RACKS TO STORE?		PLAN-O-GRAM ATTACHED?		DATE COMPLETED	COMPLETED BY:
YES	NO	YES	NO		

FIXTURE DEPT. USE

SPECIAL MATERIALS NEEDED	DIRECTIONS	SPECIAL NOTES

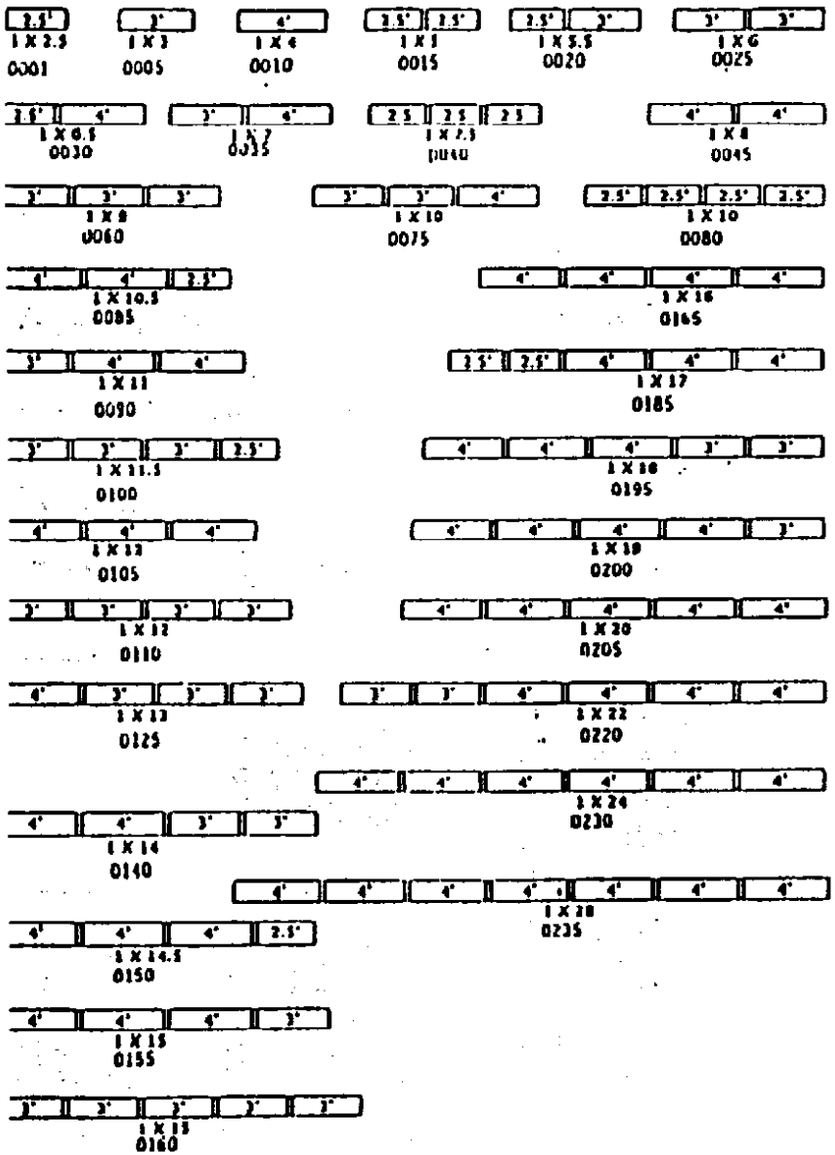
51853 5748

RJRT FORM 686 - MAP WIN SALES 7/27/

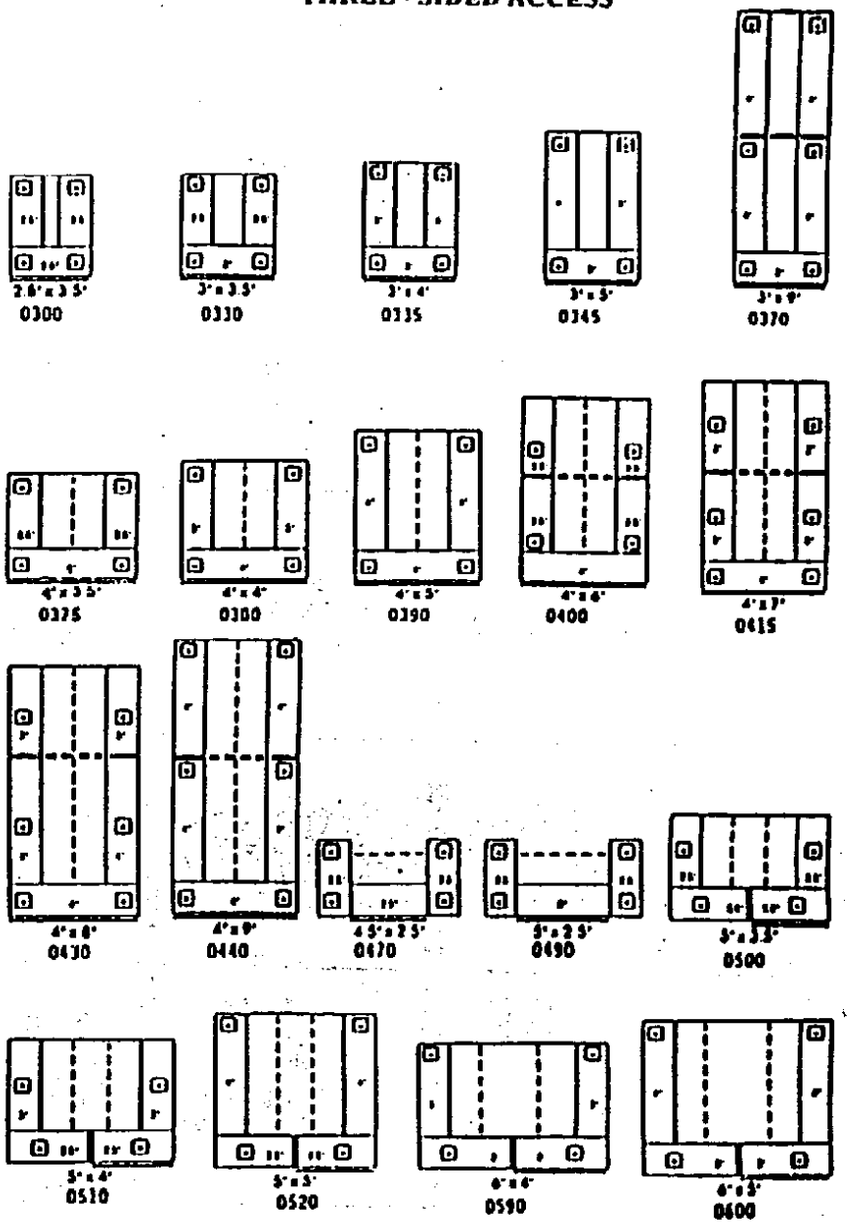
Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

DIAGRAM REFERENC.
METAL/WOOD/CANOPY/FLEX RETROFIT KIT
AVAILABLE DIAGRAMS

ONE - SIDED ACCESS



THREE - SIDED ACCESS



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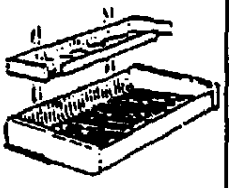
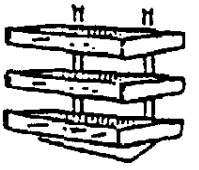
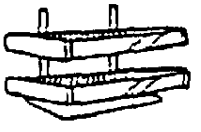
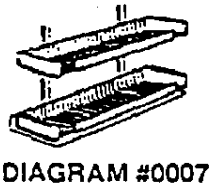
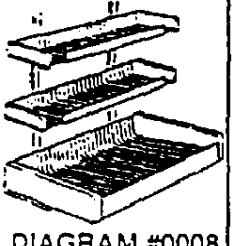
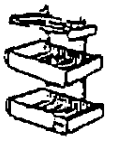
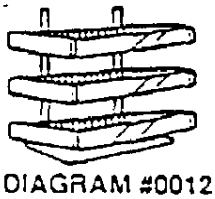
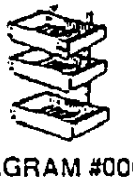
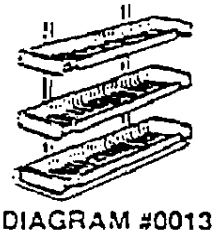
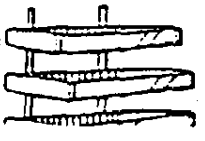
Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

PCD	PCD	FLOOR STAND	FLOOR STAND	FLOOR STAND	WRAP
 DIAGRAM #0003	 DIAGRAM #0028	DIAGRAM #0088	DIAGRAM #0122	DIAGRAM #0158	DIAGRAM #0
 DIAGRAM #0004	DIAGRAM #0062	DIAGRAM #0091	DIAGRAM #0123	DIAGRAM #0162	DIAGRAM #(
 DIAGRAM #0007	DIAGRAM #0063	DIAGRAM #0093	DIAGRAM #0127	DIAGRAM #0183	PCD/WRAP C DIAGRAM #
 DIAGRAM #0008	 DIAGRAM #0067	DIAGRAM #0097	DIAGRAM #0128		DIAGRAM :
 DIAGRAM #0012	 DIAGRAM #0068	DIAGRAM #0098	DIAGRAM #0132		
 DIAGRAM #0013	DIAGRAM #0072	DIAGRAM #0102	DIAGRAM #0133		
					

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Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

CARTON MERCHANDISING

FLEX SIZE SPECIFICATIONS

WIDTH	2 1/2'	3'	4'
ROWS/SHELF	8	9	13
DEPTH	12 3/4"	12 3/4"	12 3/4"

		*ULTRA LOW 4-SHELF			**LOW PROFILE 5-SHELF			**MID PROFILE 6-SHELF			**HIGH PROFILE 7-SHELF		
SHELF-SIZE:		2 1/2'	3'	4'	2 1/2'	3'	4'	2 1/2'	3'	4'	2 1/2'	3'	4'
TOTAL:	ROWS	32	36	52	40	45	65	48	54	78	56	63	91
	CAPACITY	184	207	299	216	243	351	256	288	416	296	333	481
HEIGHT:	FRAME ONLY	51"			60 1/4"			70 3/4"			81 1/4"		
	WITH STANDARD CANOPY	61"			70 1/4"			80 3/4"			91 1/4"		
	WITH ENHANCED CANOPY	66"			75 1/4"			85 3/4"			96 1/4"		

REFER TO THE FLEX ORDERING BOOK FOR VARIOUS CONFIGURATION INFORMATION.

*WOOD ONLY - Top shelf 8 high capacity, all other shelves in module are 5 high.

**WOOD AND METAL FLEX - Top shelf 7 high capacity, all other shelves in module are 5 high.

51853 5751

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

PACKAGE MERCHANDISING

SPRING-LOAD SIZE SPECIFICATIONS

PACKS PER ROW (CARTRIDGE) - 12					
SHELF-LENGTH	**ROWS PER SHELF**	**WIDTH**	**DEPTH**	**HEIGHT**	
				ULTRA LOW	51"
2 1/2'	11	29 1/2"	12 1/2"	LOW	60 1/4"
3'	14	35 1/2"		MID	70 3/4"
4'	19	47 1/2"		HIGH	81 1/4"

SIZE	ALL PACKS		PROMO UNIT & PACKS			PACKS & CARTONS				
	SHELVES	ROWS	CAP (PROMO UNIT)	SHELVES	ROWS (PKS.)	SHELVES	ROWS (PKS.)	SHELVES	ROWS (CTNS.)	CAP (CTNS.)
■ 2 1/2' SECTION										
ULTRA LOW	7	77	220 PKS.	5	55	2	22	3	24	120
LOW	9	99		7	77	2		4	32	160
MID	11	121		9	99	2		5	40	200
HIGH	12	132		10	110	2		6	48	240
■ 3' SECTION										
ULTRA LOW	7	98	280 PKS.	5	70	2	28	3	27	135
LOW	9	126		7	98	2		4	36	180
MID	11	154		9	126	2		5	45	225
HIGH	12	168		10	140	2		6	54	270
■ 4' SECTION										
ULTRA LOW	7	133	380 PKS.	5	95	2	38	3	39	195
LOW	9	171		7	152	2		4	52	260
MID	11	209		9	171	2		5	65	325
HIGH	12	228		10	190	2		6	78	390

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Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

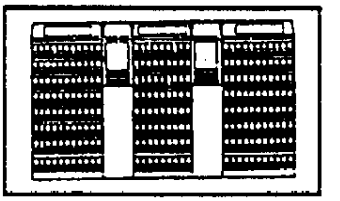
PACKAGE MERCHANDISING

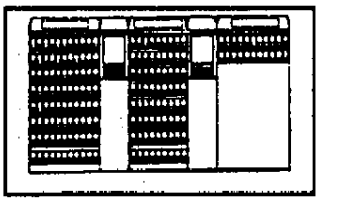
SPRING-LOAD SIZE SPECIFICATIONS

■ 3-SIDED ACCESS (58" HEIGHT)

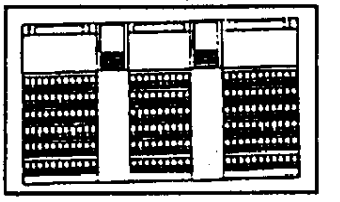
SECTION	2' x 3'	2' x 3 1/2'	2' x 4'	2' x 5'	2 1/2' x 3'	2 1/2' x 3 1/2'	2 1/2' x 4'
WIDTH	24"	24"	24"	24"	29 3/8"	29 3/8"	29 3/8"
DEPTH	35 1/2"	41"	47 1/4"	59"	35 1/2"	41"	47 1/4"

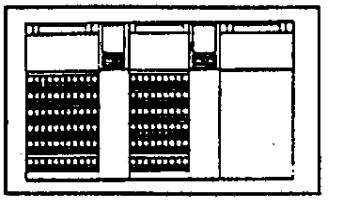
DESCRIPTION	CAP.	ROWS	CAP.	ROWS	CAP.	ROWS	CAP.	ROWS	CAP.	ROWS	CAP.	ROWS	CAP.	ROWS
PROMO TOPPER	2592	216	2976	248	3552	296	4512	376	3744	232	2168	264	3744	312
← W/BELT-LINE DECOR	1944	162	2134	182	2544	212	3144	262	2136	178	2376	198	2736	228





PROMO KIT ALL SIDES	1944	162	2232	186	2664	222	3384	282
← W/BELT-LINE DECOR	1296	108	1440	120	1656	138	2016	168





←Belt-Line Decor is used in applications where Spring-Load Merchandisers are positioned against the Belt-Line at the checkout. This usually eliminates access to lower shelves on one side of the Spring-Load Merchandiser.

51853 5753

Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

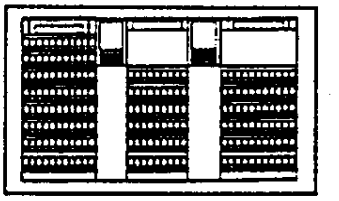
PACKAGE MERCHANDISING

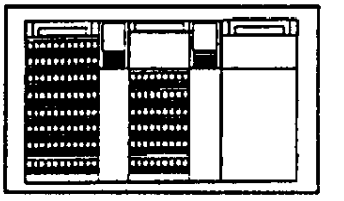
SPRING-LOAD SIZE SPECIFICATIONS (Cont.)

■ 3-SIDED ACCESS (58" HEIGHT)

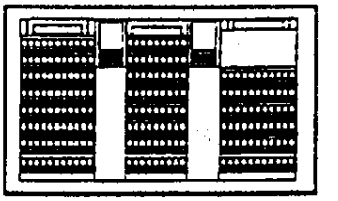
SECTION	2' x 3'	2' x 3 1.2'	2' x 4'	2' x 5'
WIDTH	24"	24"	24"	24"
DEPTH	35 1/2"	41"	47 1/4"	59"

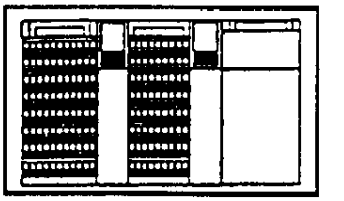
DESCRIPTION	CAP.	ROWS	CAP.	ROWS	CAP.	ROWS	CAP.	ROWS
LEFT-SIDE PROMO TOPPER, Front and Right Promo Kit	2160	180	2496	208	3000	250	3840	320
* W/BELT-LINE DECOR	1512	126	1704	142	1992	166	2472	206



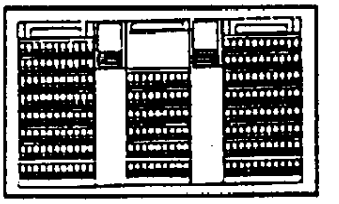


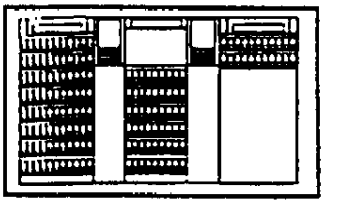
LEFT & FRONT-SIDE PROMO TOPPER, Right Promo Kit	2376	198	2712	226	3216	268	4056	338
* W BELT-LINE DECOR	1728	144	1920	160	2208	184	2688	224





LEFT & RIGHT-SIDE PROMO TOPPER, Front Promo Kit	2376	198	2760	230	3336	278	4296	358
* W BELT-LINE DECOR	1728	144	1968	164	2328	194	2928	244





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Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000

PACKAGE MERCHANDISING

OPM SIZE SPECIFICATIONS

	MAIN UNIT	OPM III MAIN UNIT W/ONE ADD-ON	MAIN UNIT W/TWO ADD-ONS	4' MINI	6' MINI
ROWS	80	112	144	60	84
CAPACITY	960 PKS.	1,344 PKS.	1,782 PKS.	720 PKS.	1,008 PKS.
HEIGHT	26"	26"	26"	22 1/4"	22 1/4"
WIDTH	52 5/16"	73 9/16"	94 13/16"	51 1/16"	70 1/2"
DEPTH	30"	30"	30"	21 1/2"	21 1/2"

NOTE: When mounting on the counter --- the counter cannot be more than 31" in depth. If wider, you will need to utilize counter leg extensions. The counter leg extensions allow you to mount on counters up to 37" in depth.

MINIMUM SPACE REQUIRED BETWEEN COUNTER AND CEILING: OPM III: ~~57"~~ 60"
MINI: ~~60 1/4"~~ 56 1/4"

ADVERTISING/ORDERING INFORMATION

ITEM	DESCRIPTION
■ ADVERTISEMENT	OPM III MAIN UNIT 20-Column Transparency OPM III 8-COLUMN MODULE 8-Column Transparency DISPLAY INSERT OPM Insert Transparency MINIS Large Paster
■ ORDERING	COMPLETE UNITS AND PARTS - Refer to the "Merchandisers and Components Catalog" - Check with Division Management Concerning Procedures
■ ADMINISTRATION	REQUIRES: Overhead Package Merchandiser Agreement, Form #7031

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Source: https://www.industrydocuments.ucsf.edu/docs/kykn0000